



USAID
DEL PUEBLO DE LOS ESTADOS
UNIDOS DE AMÉRICA

EXPRO El Salvador
Programa de Promoción de Exportaciones
para las Micro, Pequeñas y Medianas Empresas

QUARTERLY REPORT

Ending December, 2005



Export Promotion for Micro, Small and Medium Enterprises El Salvador (USAID/EXPRO)

Contract No.: PCE-I-00-98-00016-00 T/O 833

Project Period: July 2003 – March 2006

USAID Mission: USAID El Salvador Office of Economic Growth

Project Contractor: Nathan Associates Inc.

Project Summary: USAID/EXPRO aims to reactivate the economy of El Salvador by increasing income generated from exports of micro, small, and medium enterprises (MSMEs). Project objectives include (1) strengthening the Ministry of Economy's institutional export and trade policy capacity; (2) improving access to trade and export information; (3) increasing the competitiveness of Salvadoran businesses; (4) expanding business contracts and sales; (5) strengthening the Salvadoran export services sector; and (6) establishing strategic business alliances. Nathan Associates, in collaboration with AG International, DAI, and JE Austin, is providing technical, commercial assistance, and training to support government and private sector export promotion efforts; improving the productive capacities of MSMEs striving to access international markets; and assisting Salvadoran companies in developing and increasing export sales by at least \$20 million at project completion on March 31, 2006. USAID/EXPRO is also providing technical assistance and training to make export promotion initiatives more effective and to improve product development, operational efficiency, business development services, and the production scale of Salvadoran MSMEs so they can enter international markets, enjoy market continuity, maximize profitability, and face less risk of failure.

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EXECUTIVE SUMMARY

By this report USAID/EXPRO is reporting contracted deliverables as of December 31, 2005 in all six result areas. Most importantly, USAID/EXPRO is able to report \$24,830,598 in various export products generated by the project's direct technical assistance to 191 Salvadoran MSMEs. An additional 204 companies have received competitiveness assistance by USAID/EXPRO and are expected to produce results in future quarters; totaling the number of firms technically assisted by USAID/EXPRO at 395.

In two years and 6 months the project has generated 1,939 new jobs for El Salvador. Please see the section titled "Employment Generation Results" in the body of this report for further details.

USAID/EXPRO is also able to report important deliverables generated by the project's MSME training program which was to: apply strategies and policies which reinforce competition of related sectors; identify and select possible innovative and exporting entrepreneurial projects; prepare economic and financial feasibility studies that will allow the implementation of selected projects; and prepare and advise MSMEs in the preparation of business plans, standards for food and drugs exports, CAFTA and FTAA opportunities, professional associations, export plans and other subjects related to exporting of Salvadoran products. As of September 2005 1,000 companies have been trained by the program and 169 have exported generating \$8,464,621 in new sales. *Please Note: These numbers are from the previous quarterly report. A new survey will be conducted during the next months and updated numbers for this component of the project will be available in the following quarterly report ending March 2006.*

| USAID/EXPRO | No. of Firms Exporting | No. of Jobs Created | \$ Exported |
|----------------------|------------------------|---------------------|--------------|
| Technical Assistance | 191 | 1,939 | \$24,830,598 |
| Training Program | 169 | n/a | \$8,464,621 |
| TOTAL | 353 | 1,939 | \$33,295,219 |

The 24.8 million dollars in exports represents over 100% of the project's total target for exports generated. Approximately \$14,895,670 of the export results is attributable to the attendance at trade fairs through December 31, 2005.

During the quarter the activities of the USAID/EXPRO related funds being executed with CENTROMYPE and FOEX have been distributed consistently. The difficulties in recruiting firms for longer-term technical assistance that existed in previous quarters has been solved, as several export platform initiatives and new MSME export projects were approved to be co-financed through the funds. To-date, \$1,455,330 has been awarded to MSMEs through the grant funds.

The above results are largely due to USAID/EXPRO's senior staff members and over 55 expatriate, cooperating-country-national (CCN) and third-country-national (TCN) technical consultants. In addition to their general expert advice the consultants and staff have participated in one or more of the 65 trade fairs, 27 commercial trade missions, 2 Central American business rounds, 52 studies, and 9 private sector association capacity building activities. Institutional capacity building and information dissemination has also been made possible by the USAID/EXPRO team's continual population of www.expro.org and disbursement of the USAID/EXPRO monthly newsletter.

Additional detail of the deliverable outputs mentioned above can be found in Table 1 and Annexes 1-2. Narrative explanations of each activity can be found under the appropriate result area.

Table 1

Total Reported Contract Deliverables as of December 31, 2005

| Result # | Deliverable Description | Original + Extension Contract Requirement (No.) | Previous Quarter PTD-Actuals (Earthquake) | Previous Quarter PTD-Actuals (Non-Earthquake) | Previous Quarter TOTAL PTD Actuals Reported | Current Quarter-Actual (Earthquake) | Current Quarter-Actual (Non-Earthquake) | Current Quarter TOTAL-Actual Delivered | PTD-Actual Exported (Earthquake) | PTD-Actual Exported (Non-Earthquake) | TOTAL PTD-Actual Delivered | Actual % of Contract |
|----------|--|---|---|---|---|-------------------------------------|---|--|----------------------------------|--------------------------------------|----------------------------|----------------------|
| 1 | Identification and development of export-oriented projects in 5 different economic sectors. At least 50% in earthquake areas | 25 | 10 | 11 | 21 | 0 | 0 | 0 | 10 | 11 | 21 | 84% |
| 1 | Public/Private sector professionals trained in export promotion and trade policy | 100 | n/a | n/a | 317 | n/a | n/a | 0 | n/a | n/a | 317 | 317% |
| 2 | Product/market analyses conducted in target markets | 55 | n/a | n/a | 47 | n/a | n/a | 5 | n/a | n/a | 52 | 95% |
| 2 | Best Practice Guide in export promotion programs | 1 | n/a | n/a | 1 | n/a | n/a | n/a | n/a | n/a | 1 | 100% |
| 2 | Intranet/Portal for communicating and disseminating trade information | 1 | n/a | n/a | 0 | n/a | n/a | 0 | n/a | n/a | 0 | 0% |
| 3 | EXPRO Project website | 1 | n/a | n/a | 1 | n/a | n/a | n/a | n/a | n/a | 1 | 100% |
| 3 | Increased competitiveness of Salvadoran firms working in international trade areas | 400 | 197 | 182 | 379 | 3 | 14 | 17 | 200 | 196 | 396 | 99% |
| 3 | Salvadoran firms trained and committed to participating in developing their export capabilities and future access to international markets | 1000 | 558 | 532 | 1090 | 0 | 0 | 0 | 558 | 532 | 1090 | 109% |
| 3 | Strengthened associations to assist with the development of MSMEs | 5 | n/a | n/a | 9 | n/a | n/a | 0 | n/a | n/a | 9 | 180% |
| 3 | New Products Developed | 15 | n/a | n/a | 45 | n/a | n/a | 12 | n/a | n/a | 57 | 380% |
| 3 | Trading Companies Formed | 8 | n/a | n/a | 5 | n/a | n/a | 0 | n/a | n/a | 5 | 63% |
| 4 | Jobs Created | 500 | n/a | n/a | 1162 | n/a | n/a | 777 | n/a | n/a | 1939 | 388% |
| 4 | Trade Fairs Supported | 22 | n/a | n/a | 60 | n/a | n/a | 5 | n/a | n/a | 65 | 295% |
| 4 | Commercial Missions Supported | 5 | n/a | n/a | 20 | n/a | n/a | 7 | n/a | n/a | 27 | 540% |
| 4 | MSMEs exporting a variety of products to international markets | 250 | 97 | 87 | 184 | 3 | 4 | 7 | 100 | 91 | 191 | 76% |

Table 1

Total Reported Contract Deliverables as of December 31, 2005

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|----------|---|---|---|---|---|-------------------------------------|---|--|----------------------------------|--------------------------------------|----------------------------|----------------------|
| 4 | MSMEs exporting a variety of products to international markets | \$20,000,000 | \$14,473,685 | \$7,549,658 | \$22,023,343 | \$2,491,540 | \$315,715 | 2807255 | \$16,965,225 | \$7,865,373 | \$24,830,598 | 124% |
| 5 | Competitiveness of Business Development Services Firms and/or individual consultants increased with improved capacity to provide effective export services to MSMEs | 70 | n/a | n/a | 126 | n/a | n/a | 0 | n/a | n/a | 126 | 180% |
| 5 | Trade advisors working for a private commercial representation service and located in the U.S. and European markets for assisting SMEs to expand business contracts | 5 | n/a | n/a | 8 | n/a | n/a | 0 | n/a | n/a | 8 | 160% |
| 6 | Newly established international long-term strategic business relationships formed with Salvadoran enterprises | 20 | n/a | n/a | 22 | n/a | n/a | 0 | n/a | n/a | 22 | 110% |
| 6 | Long-term export development assistance programs implemented in collaboration with international partner institutions | 5 | n/a | n/a | 4 | n/a | n/a | 0 | n/a | n/a | 4 | 80% |

Please note:

When a company has worked with more than one institution (FOEX, EXPRO and Centromype) or has partaken in activities that do not apply to the funds as well as worked with the funds - exports are apportioned accordingly between the different institutions or activities. This procedure is also applied when an exporting company has worked with more than one fund and/or with a fund and an activity outside of the funds.

Additionally Initiatives executed directly by EXPRO related to the funds have been divided equally between FOEX and Centromype.

Some companies have updated their export numbers and have made corrections from the numbers given during the last quarter (for example the company has reported that the accountant made a mistake when reporting the numbers, etc). In other instances EXPRO decided to eliminate some exports results deemed by senior staff not to be traceable to direct project support.

* The survey to identify new jobs was conducted with September 2005 quarterly statistics. The survey was completed and is reported during this quarter.

PROJECT SUMMARY

USAID/EXPRO aims to reactivate the economy of El Salvador by increasing income generated from exports of micro, small, and medium enterprises (MSMEs). Project objectives include (1) strengthening the Ministry of Economy's institutional export and trade policy capacity; (2) improving access to trade and export information; (3) increasing the competitiveness of Salvadoran businesses; (4) expanding business contracts and sales; (5) strengthening the Salvadoran export services sector; and (6) establishing strategic business alliances. Nathan Associates, in collaboration with AG International, DAI, and JE Austin, is providing technical, commercial assistance, and training to support government and private sector export promotion efforts; improving the productive capacities of MSMEs striving to access international markets; and assisting Salvadoran companies in developing and increasing export sales by at least \$20 million at project completion on March 31, 2006. USAID/EXPRO is also providing technical assistance and training to make export promotion initiatives more effective and to improve product development, operational efficiency, business development services, and the production scale of Salvadoran MSMEs so they can enter international markets, enjoy market continuity, maximize profitability, and face less risk of failure.

TECHNICAL ACTIVITIES DURING THE PERIOD

Quarterly Inputs and Outputs by Result

**Please see Annex 1 for a summary list of activities*

Result 1: Institutional Export Promotion and Trade Policy Capacity of the Ministry Of Economy Strengthened

- Phase I of EXPORTA's web portal was finished, which consists of a web page containing relevant agency information such as services provided and market information. The Second Phase of the Portal, which has interactive functions, has now been started.
- USAID/EXPRO supported the participation of the Executive Directors of EXPORTA and COEXPORT in the Executive Forum on National Export Strategy (in Montreux, Switzerland), with the objective to collect information for the implementation of El Salvador's National Export Strategy.
- An international consultant, Mr. Nicolas Meijer, was hired in order to design a National Export Strategy for EXPORTA. Mr. Meijer began this quarter meeting with different organizations and associations related to Salvadoran exports.

Result 2: Access to Trade and Export Information Improved

- The USAID/EXPRO website continues to be populated with new trade and export information, in addition to upcoming USAID/EXPRO events, trade fairs, and training programs. The website also provides news and results from past USAID/EXPRO activities. (www.expro.org)
- USAID/EXPRO promoted a meeting between EXPORTA's new executive Director and MICROSOFT El Salvador General Manager, in order to present to him the proposal for an Export Portal. EXPORTA made minor modifications to the Portal proposal, but agreed in general terms with the material reviewed. During the quarter the working group continued to meet once a week and was during the quarter able to complete Phase I of the Portal. In January 2006 Phase II will begin. An e-government oriented third phase will be later deployed by EXPORTA.

Result 3: Competitiveness of Salvadoran Businesses Increased

- USAID/EXPRO continues with the creation of Joint Units of Export. This activity is launching a pilot project encompassing four Joint Units for export with Salvadoran Micro, Small and Medium Enterprises (MSME's). Each Unit is being directed toward different markets and used as a guideline and reference for future projects of effective platforms for commercialization. To-date, the activity has started the last phase of the methodology - internationalization support for the companies. During this quarter:

- The Shoe UCEX (MAKI, S.A. DE C.V.) finished a market study for the Guatemalan shoe sector and has decided to work internally here in El Salvador the rest of this year, and begin working in Guatemala next year.
 - The Software UCEX (Corporación Internacional de Software, S.A. de C.V.): now has a web page www.ci-soft.net and is following-up with negotiation which started during the business trip to Nicaragua. This company made a sale to Nicaragua for \$ 5,000.00 and expects a sale of approximately \$45,000 by the end of this year. Also they have negotiated with a multinational company for a package of software which sale could be up to \$60,000. They are waiting for the first payment to be made. The Software UCEX is still working with FOEX, CENTROMYPE, and CONAMYPE funds.
 - The furniture UCEX (DECOEXPORTA, S.A. de C.V.) hired a commercial director, who is implementing the business plan that USAI D/EXPRO supported. They are still working with the CENTROMYPE-CONAMYPE funds and are in the process of obtaining finance support of FOEX.
 - The organics UCEX (Natural Union Brand, S.A. de C.V.) completed the sale of two containers of honey to Germany for about \$80,000. They are working with the CENTROMYPE-CONAMYPE funds.
-
- Aprinores - Organic Cashews
- The objective of the Innove Design Team activity otherwise know as “Innove Strategic Design Solutions” is to model the "best practices" of today's leading design firms. Innove is making design and innovation a resource in El Salvador that is available to Salvadoran manufacturers. During the quarter, the Innóve activity successfully organized, on November 18th, a showcase for the Mississippi buyer Magnolia Casual. Teak furniture, table linens, bags, aprons, stationary, and light samples were all showcased as well as concepts for blankets, filigree and organic cotton apparel. The buyer was extremely pleased with many of the products and took 15 of them to the January 2006 Atlanta Gift Mart.
 - USAID/EXPRO is collaborating and increasing the capacity of 5 different private sector associations: FUSADES (development of international commercial alliances for 15 SMEs currently being assisted by PROPEMI), ASI (development of linkages for exports between large Salvadoran exporters and potential SME-suppliers), FUNDAPYME (export-competitiveness training for Salvadoran SMEs), Camara de Comercio (new round of AFIS training for 40 companies, culminating in participation in trade fairs or commercial missions utilizing the USAID/EXPRO Fast Track facility). Please see Result Area 5 for details.
 - During this quarter USAID/EXPRO supported the following trade shows and commercial missions:

- Expo Comida Latina (in conjunction with EXPORTA)
- Commercial Mission to Los Angeles (medical services)
- Commercial Mission to Washington DC (medical services)
- Commercial Mission to Spain (in conjunction with FUSADES)
- Commercial Mission to Mexico (law firm, one company)
- 32nd International Handicraft Showroom, Santiago de Chile
- USAID/EXPRO continues to support an advisory body formed by prominent medical doctors and dentists, in which the baseline was set for the creation of an export chamber of health services. During the quarter:
 - The Export Chamber of Health Services held a public act sponsored by USAID/EXPRO in which they signed their constitution act before a public notary.
 - USAID/EXPRO sponsored the creation of a web portal to promote the Export Chamber of Health Services. Its design phase started during this quarter.
 - Fundapyme, supported by USAID/EXPRO, started the management training program for 22 medical groups. It is expected that at the end of the program, each of the groups will have created a business plan oriented to exporting of their services.
- During the quarter USAID/EXPRO supported an event to present the “Competitiveness Index and its Analysis for El Salvador” which was organized by INCAE and ANEP.

Result 4: Business Contracts and Sales Expanded

- USAID/EXPRO is able to report \$24,830,598 in various export products generated by the project’s direct assistance to 191 Salvadoran MSMEs. An additional 204 companies have received competitiveness assistance by USAID/EXPRO and are expected to produce results in the future; totaling the number of firms technically assisted by USAID/EXPRO at 395.



Monico - Semita Pastries

- Approximately \$14,895,670 of export results is attributable to the attendance at trade fairs through December 31, 2005.
- In total for the project, USAID/EXPRO is able to report the supported attendance of 439 companies (companies counted more than once if they attended more than one activity) at 65 trade fairs and 27 commercial missions and led

Salvadoran MSMEs in 2 Central American business rounds. A list of which companies participated and to what trade fair can be found in Annex 2.

- Bestway supermarket representatives returned to El Salvador in December 2005 and a contract was signed with Lorocosal for a year supply of loroco with a value of \$ 560,000.00. Negotiations are also undergoing for the supply of gourmet loroco in 2006. It is expected that negotiations with 7 other Salvadoran suppliers will be underway and produce orders for the beginning of 2006.
- In the previous quarter meetings were arranged between representatives from Flavorworks Inc., a company based in Florida, and Salvadoran producers. Samples of sauces from 4 Salvadoran companies were dispatched to them. It has now been decided that the redesign of containers and labels was necessary and in the first quarter of 2006 orders will probably be placed.



Paax Muul - Guitars

- The most renowned classic guitar retailer, Guitar Salon International with branches in NY, Miami and L.A, is interested in carrying the Paax Muul guitars. During the quarter an appointment was scheduled for February. Also during the quarter a trip was scheduled to Spain to show the guitars to potential buyers.
- In collaboration with FIAGRO, USAID/EXPRO has launched the initiative to create new foods, derived from native ingredients that will appeal to the mainstream. The goal of this activity is to have these new products in the American marketplace by January 2006. During the previous quarter more than 50 different products were created for a Food Innovation competition. Of all the products 10 winners were selected. The 10 winners gave a tasting during the EXPO COMIDA Latina fair in Los Angeles in September. Currently, the winners are designing labels and containers in order to exhibit at the Winter Fancy Food show to be held in San Francisco in Jan.2006
- The Salvadoran Company EXPORSAL is working on samples of tablecloths which were asked for by the Spanish company ES-TELA. This contract resulted from the meetings USAID/EXPRO maintained on the trip to Europe last June. The Spanish company needs to have the 2006 collection ready in a month, so the negotiation may be very fast in this case. Future result will be seen in the trip USAID/EXPRO is making to Spain from 18th Jan-2nd Feb 2006.
- The Salvadoran furniture companies Pali Disenos, Anibal Mestizo, and Promasal, will be sending furniture samples to the Spanish furniture company VIDAL GRAU. These samples were asked for during the Spanish company's reverse buyer mission to El Salvador in November 2005 that USAID/EXPRO organized. USAID/EXPRO is having meetings in Spain with these companies from the 18th Jan-2nd Feb 2006.

Result 5: The Salvadoran Export Services Sector Strengthened

- USAID/EXPRO invited seven private sector trade associations and MSME related institutions, to submit proposals for the implementation of export promotion projects among their associates. Under a matching grants methodology, USAID/EXPRO is able to give funds to selected institutions to execute projects oriented to provide technical assistance and market access to companies that want to export or that are currently exporting but want to develop new markets. During the fourth quarter of the year:
 - Cámara de Comercio has finished its AFIS project, in which 20 companies completed a customized Export Plan. Ten SMEs , whom completed their program, participated in a market research visit to Los Angeles, which included a guided visit to the Expo Comida Latina trade show, and visits to points of sale and local distributors.
 - The revised version of the ASI study titled “Research of Supply Needs for Exports of Big Salvadoran Enterprise, in Order to Generate Indirect Exports for MSME, Through Collaborative Nets” was approved by ASI and USAID/EXPRO. It will be presented to the business community on January 2006.
 - Fundapyme, supported by USAID/EXPRO, started the management training program for 22 medical groups. It is expected that at the end of the program, each of the groups will have created a business plan oriented to exporting of their services. To date, most of the medical groups have finished their training program; one of them has already made its launch with the media. The rest of the groups still need to be reviewed by Fundapyme, which is the institution who has given the technical know-how to each group. All the projects are expected to finish by the first week of March.
 - FUSADES-PRIDEX has finished Phase Two of its project, which was culminated with a public event where 25 companies graduated from the training sessions. Afterwards, a classification was made in order to choose a maximum of 15 companies with export capacity. Phase three developed export plans for each company, which was done by the consulting firm and EXPORTA’s Trade Point and provided commercial information about Spain, as well as possible companies with whom they can create joint ventures or commercial businesses. Six SMEs graduated from the training program developed with FUSADES and then participated in a commercial mission to Spain. They attended a number of potential customers in different Spanish cities, such Madrid, Barcelona, Valencia, and Pamplona, among others. After this commercial mission, some of the



Medical Services Group - Presentation

SMEs have had contact with the Spanish companies. An example of this is Santa Eduvigis who had a very successful experience with a Spanish company; he is still negotiating with them. In general the interest of these companies is to create a joint venture in order to improve production process, and to produce a private label. It is expected that in the Jan-March quarter there were be additional results to report.

- The design association, ADIES, continued to grow stronger throughout the quarter. The membership decided to hire an Executive Director, Patricia Dalponte, to manage the direction of the organization and to help in facilitating events and new member recruitment. Already begun is the planning for two design seminars one in January focused on market analysis and the second one in February given by Cotton Incorporated on trends in color and textiles for the 2006-2007 year. In addition, ADIES has begun to organize the first annual Design and Innovation Summit which is scheduled for the end of May 2006.

Result 6: Strategic Business Alliances

- USAID/EXPRO has established new strategic business relationships during the quarter with 1) ANIEME-Spanish Association of the Furniture Industry, 2) FEDA-Confederation of Businessmen of Almansa, Spain, 3) Industrial and Commercial Chamber of Castilla y Leon, Spain, 4) Consorzio Vigeveno Export-Vigerano Trading Company, Italy, 5) Assindustria Monza e Brianza-Industrial Association of Monza and Brianza, Italy, 6) Unione degli Industriali della Provincia di Pavia-Industrial Union of Pavia, Italy, 7) Pavia Export-trading company of pavia, Italy, 8) Unione Industriali di Como-Industrial union of Como, Italy 9) Italian Social Health Ministry.
- The Salvadoran Shoe Company CARICIA, is currently working on making shoe samples for the Spanish Shoe Company DREAMY FEET. DREAMY FEET has a contract with Wal-Mart Mexico for 100,000 pairs of shoes. CARICIA is able to offer to this company the production of 20,000 pairs, and they are on the pre-business stage. They will send the samples by the end of June 2006. Please note: Export dollars generated from this company are not counted in the USAID/EXPRO deliverables due to the fact the company is larger than USAID's MSME definition.
- During the quarter a plan was initiated to bring to El Salvador in January 2006 Mr. Mario Schiavi, a representative from the Italian Social Health Ministry in Milan. He is leading a project in the health sector, to train Salvadoran nurses under the equivalent Italian Education system, which we are investigating in El Salvador by searching for public institutions which may be a match for this initiative. This trip comes from the result of the visit USAID/EXPRO made to Italy last June 2005. Mr. Schiavi was introduced to EXPRO through the Salvadoran Consulate in Milan. There is a concrete demand in Italian Hospitals of this service, and from our investigations feel El Salvador is able to supply this services.

Employment Generation Results

USAID/EXPRO has executed a survey through a specialized firm to determine the employment generated by beneficiary MSME's of the program through the export activity. This survey was executed as of September 2005. The methodology included comparing data on employment presented by MSME's when they initially received technical assistance by EXPRO to the information collected as part of the survey.

This survey would be the second one conducted by EXPRO to determine the employment generated through the export activity by beneficiaries of the program. An initial survey was conducted on a sample of 175 of USAID/EXPRO's technical assistance beneficiaries as of March 31, 2005. The results, for the sample (49.2% of total number) presented an increment of 797 jobs as a result of the export activity. This result was applied for the sample was projected to the 319 companies that had received USAID/EXPRO's technical support as of March 31, 2005. The result of this projection was that 1,162 new jobs had been created.

The survey as of September 30, 2005 was conducted to a sample of 200 MSME's out of the 379 that had received USAID/EXPRO's technical support. The main results of this survey are as follows:

- 117 MSME's out of the 200 sampled, reported that they had exported as a result of EXPRO's support.
- Of the 117 exporting MSME's, 50 reported that they had created new jobs as a result of the export activity.
- These 50 MSME's created on average 19.5 new jobs for a total of 977 new jobs.

As was the case with the first survey, the result of the sample surveyed (52.7% of total number) were projected to the total 379 MSME's as of September 30 2005). The result of this projection is that 1,940 new jobs have been created, as a result of USAID/EXPRO's technical support of the export activity of these MSME's.

Jacabi – Children's Clothing



Results as Related to Gender

- Of the 395 MSME's that have received technical assistance from USAID/EXPRO 272 or 68.7% of them have women owners or co-owners.
- Of these 272 MSME's with women owners or co-owners 137 or 50.4% are in earthquake areas and 135 or 49.6% are in non-earthquake areas.
- 77 or 28.3% of the MSME's with women having ownership were located in urban areas (As defined by the USAID/EXPRO Project) and 195 or 71.7% were located in rural areas.
- The 272 companies have been categorized into the following industries:
 - Food Products – 61 firms or 22.43%;
 - Manufacturing - 88 firms or 32.35%;
 - Specialty Coffees - 44 firms or 16.18%;
 - Services - 37 firms or 13.60%;
 - Pharmaceutical and Cosmetics - 12 firms or 4.41%;
 - Other Organic - 6 firms or 2.21%;
 - Agricultural Products – 24 firms or 8.82%
- Of the 272 MSME's 141 have generated new exports due to USAID/EXPRO's support. The total amount generated is \$18,307,266 or 73.7% of USAID/EXPRO's total reported exports as of December 31, 2005. Of the \$18,307,266 in exports \$14,274,114 is from 81 companies located in earthquake areas.

Results as Related to the USAID/EXPRO Training Program

USAID/EXPRO has executed a survey through a specialized firm to determine the impact of USAID/EXPRO's training program in regards to generation of exports for its beneficiaries (the survey did not include generation of employment). This study was executed in August 2005, with data as of June 2005. The methodology included asking the surveyed firms: "If they considered that the participation on USAID/EXPRO's training program had an impact on them generating exports?" and if that was the case " Could you quantify this impact?"

The specialized firm determined that a sample of 219 MSME's could be representative of the total number of beneficiaries of the program, which equals 1,000 businesses, in order to impart the survey. Please note it was important not to repeat export dollars generated by companies who both participated in the training program and received technical assistance. Therefore, before beginning the survey the 1,000 companies were filtered in order to remove the companies whose export results have already been calculated in Result Area 4 of the project's deliverables and to remove companies which were too large in size to be technically assisted. This left 494 companies to be included in the export results from the training program.

The main results are as follows:

- 34.1% (or 72) of the sampled MSMEs, in their own judgment, have generated exports due to the training received by USAID/EXPRO. If we apply this percentage (34.1%) to the total base from which the sample was calculated (494) we could project that the number of MSME's generating new exports from USAID/EXPROs training program would be 168.5.
- In their own judgment, \$8,464,621 has been generated in exports, by the MSME's due to the training received by USAID/EXPRO.

Problems Encountered and Solutions Proposed

In the previous quarter the one problem encountered was the construction of a trade portal in conjunction with EXPORTA, however as of the current quarter this is not the case.

During the quarter phase I of EXPORTA's web portal was finished, which consists of a web page containing relevant agency information such as services provided and market information. The Second Phase of the Portal, which has interactive functions, has now been started.

Results and Project Performance Targets

During the quarter the activities of the USAID/EXPRO related funds being executed with CENTROMYPE and FOEX have continued. As was the case in the previous quarter, existing MSME export projects continued to be co-financed through the funds. In addition, new fast track initiatives as well as new export projects were approved to be co-financed through the USAID/EXPRO-FOEX Fund.

It is important to note that USAID/EXPRO with the support of CENTROMYPE and FOEX determined which export projects awarded or which activities within them would not be executed by the selected MSME's. As a result amounts determined as "not to be disbursed" were recycled back to "funds available" during the quarter, in order to continue supporting MSME's export projects and initiatives up to the maximum amount established. Thus, in some instances amounts awarded and number of executing MSME's might be lower than reported during the last quarter since these amounts and number of executing companies have been revised and duly adjusted.

As of December 31, 2005, the awards and disbursements presented on the following tables have been made for the USAID/EXPRO related funds.

USAID/EXPRO-FOEX FUND in \$

| Area | Total Awarded | Total Disbursed | Fast Track Awarded | Fast Track Disbursed | "Normal Mechanism" Awarded | "Normal Mechanism" Disbursed |
|----------------|---------------|-----------------|--------------------|----------------------|----------------------------|------------------------------|
| Earthquake | 448,721 | 216,917 | 106,924 | 95,258 | 341,797 | 121,659 |
| Non-Earthquake | 316,141 | 179,482 | 104,554 | 94,911 | 211,587 | 84,570 |
| Total | 764,862 | 396,399 | 211,478 | 190,169 | 553,384 | 206,230 |

CENTROMYPE-USAID/EXPRO FUND in \$

| Area | Total Awarded | Total Disbursed | Fast Track Awarded | Fast Track Disbursed | "Normal Mechanism" Awarded | "Normal Mechanism" Disbursed |
|----------------|---------------|-----------------|--------------------|----------------------|----------------------------|------------------------------|
| Earthquake | 307,893 | 269,399 | 79,745 | 79,726 | 228,149 | 189,673 |
| Non-Earthquake | 171,209 | 129,051 | 44,227 | 44,226 | 126,982 | 84,825 |
| Total | 479,102 | 398,450 | 123,971 | 123,952 | 355,131 | 274,497 |

USAID/EXPRO FUNDS EXECUTED DIRECTLY BY USAID/EXPRO in \$

| Area | Total Awarded | Total Disbursed | Fast Track Awarded | Fast Track Disbursed | "Normal Mechanism" Awarded | "Normal Mechanism" Disbursed |
|----------------|---------------|-----------------|--------------------|----------------------|----------------------------|------------------------------|
| Earthquake | 119,522 | 119,522 | 119,522 | 119,522 | 0 | 0 |
| Non-Earthquake | 91,844 | 91,844 | 91,844 | 91,844 | 0 | 0 |
| Total | 211,366 | 211,366 | 211,366 | 211,366 | 0 | 0 |

The following table presents the aggregate values of the execution of the USAID/EXPRO related funds by USAID/EXPRO, CENTROMYPE and FOEX, as presented in the preceding tables.

TOTAL USAID/EXPRO RELATED FUNDS IN \$

| Area | Total Awarded | Total Disbursed | Fast Track Awarded | Fast Track Disbursed | "Normal Mechanism" Awarded | "Normal Mechanism" Disbursed |
|----------------|---------------|-----------------|--------------------|----------------------|----------------------------|------------------------------|
| Earthquake | 876,136 | 605,838 | 306,191 | 294,506 | 569,946 | 311,332 |
| Non-Earthquake | 579,194 | 400,377 | 240,625 | 230,981 | 338,569 | 169,395 |
| Total | 1,455,330 | 1,006,215 | 546,816 | 525,487 | 908,515 | 480,727 |

As of December 31, 2005, 185 initiatives by MSME's have been awarded by the USAID/EXPRO-FOEX Fund (95 earthquake and 90 non-earthquake). These initiatives related to the USAID/EXPRO-FOEX fund have been executed by 107 different MSME's. Additionally, 200 initiatives by MSME's have been awarded by the USAID/EXPRO-CENTROMYPE Fund (114 earthquake and 86 non-earthquake). These initiatives related to the USAID/EXPRO-CENTROMYPE Fund have been executed by 135 different MSME's. Also 77 initiatives by MSME's have been awarded directly by USAID/EXPRO (43 earthquake and 34 non-earthquake). These initiatives executed directly by USAID/EXPRO have been executed by 70 different MSME's.

Through the USAID/EXPRO related funds (Fast-Track and normal mechanism vehicles) and other activities within the USAID/EXPRO portfolio, the project has been able to exceed the number of firms that are to receive assistance.

To demonstrate USAID/EXPRO's initiatives and deliverables in regards to new generated exports by individual MSMEs please see Annex 1 & 2. Annex 2 also presents companies who have received some form of technical assistance by either USAID/EXPRO staff or USAID/EXPRO technical consultants and are forecasted to receive funds from either FOEX or directly by USAID/EXPRO; later producing export results. The same annex lists each firm who has received assistance from USAID/EXPRO and if the firm has begun to export.

Please note, costs associated with earthquake and non-earthquake areas have at times been estimated.

MANAGEMENT INFORMATION

Project Startup

The USAID/EXPRO office is fully operational.

Staffing

During the quarter the long-term Information Technology Specialist, Ana Ruth Cruz, resigned from her position to move abroad. After a careful screening and interview process the highly qualified Cesar Valencia was hired to replace Ms. Cruz.

Below lists the USAID/EXPRO long-term employee roster:

Long-Term Technical Experts

Phil Rourk – Chief of Party, Expat
Gerardo Tablas – Trade and Marketing Specialist, Local
Federico Aguilar – Business and Finance Specialist, Local
Vicente Rivas - Business and Finance Specialist, Local
Lisa Alley – Trade Specialist, Expat
Luis Alfaro – Grants Manager and Finance Specialist, Local
Oscar Ramirez – Grants Manager and Finance Specialist, Local
Guillermina Barrios – Assistant Trade Specialist, Local
Claudia Geissemann – Assistant Trade Specialist, Local
Camilla Flores – Assistant Trade Specialist, Local
Ana Elena Escalante – Assistant Trade Specialist, Local

Long-Term Local Support Staff

Cesar Valencia – Information Technology Specialist
Roxana Blanco – Office Manager
Ana Silvia Ayala – Accountant
Gilberto Garcia Vásquez – Driver
Jose Gómez Gonzales – Driver

Management Visits

There were no management visits in the October - December 2005 quarter.

Priorities for 2005

1. To be able to work with the trading companies and to also continue their process of development.
2. To consolidate the external marketing network, converting the network into an independent institution which is able to generate it's own resources
3. To be able to work with the design cluster and the commercial design teams
4. Establish an assistance scheme for improving export logistics of MSMEs.
5. Develop a scheme to be able to able obtain resources for financing MSME exports
6. Extend the program of visits to headquarters of important distributors/retailers in the United States and Europe and also continue a program which brings the distributors and retailers to visit El Salvador
7. Develop new distribution schemes for Salvadoran privately labeled products
8. Extend the European-Salvadoran collaboration program
9. Initiate the commercial representation program in fairs
10. Structure and implement the external trade portal for El Salvador

Progress on Alliance Formation

There are no new activities to report during this quarter.

LEVEL OF EFFORT

Although quarterly level-of-effort projections were not prepared as part of the USAID/EXPRO project budgeting process, it has been concluded that the expenditure of consulting resources are on target. This is due to the fact that USAID/EXPRO staff is fully operational and the majority of goals to be reached are on schedule. In addition, to monitor and track all Expat, CCN, and TCN levels of effort a consultant LOE matrix has been designed. This tracking system records all allocated and dissolved LOE, and is updated by USAID/EXPRO and submitted to USAID/EI Salvador on a regular basis.

LESSONS LEARNED AND RECOMMENDATIONS

USAID/EXPRO was able to consolidate and continue excellent working relations with most counterpart agencies and client groups during this quarter, and further strengthen its internal organization and systems. We believe the project's eighth full quarter with all technical assistance funds active was largely successful.

| Date Initiated | Activity | Initiative Supported |
|----------------|---|--|
| Mar-04 | Analysis of Sugarcane Candy Nutritional Properties | Assessment of export capacity |
| Mar-04 | Support for Indigo Growers Association | Assessment of export capacity |
| Oct-03 | U.S. & European based Marketing Advisor Network (8 advisors) | Business contracts and sales expanded |
| Apr-04 | European Joint Venture and Co-Production Program | Business contracts and sales expanded |
| Sep-04 | Business Relationships Established with Distribution Companies | Business contracts and sales expanded |
| Nov-04 | Reverse Buyer/Distributor Missions to El Salvador | Business contracts and sales expanded |
| Jun-04 | Training of Consultants for Joint Units of Export for Salvadoran SME's (14) | Business Development Services Increased |
| Dec-04 | Training Coffee Cuppers (52) | Business Development Services Increased |
| Dec-04 | Training of Bourbon Coffee Seal Inspectors (36) | Business Development Services Increased |
| Jan-05 | Training of Salvadoran Designers in Innove Methodology (18) | Business Development Services Increased |
| Oct-03 | FOEX and CENTROMYPE Grant Manuals | Design of operation and management plan |
| Oct-03 | Identification and development of export oriented projects in the folloing industries: Guitars, Outdoor Party Lamps, Aircraft, Software, Medical Services, Organic Foods, Gourmet Foods, Health Products, Electrical, Design Services, Home Decoration and Lighting, Lloroco, Furniture, Shoes, Sea Food, Bourbon Coffee, Hats, Brooms, Stationary, Plumbing, Beauty Products | Development of Export Oriented Projects |
| Sep-05 | New Products Developed (57) | Products Developed |
| Nov-03 | Support for cooperation between Uruguayan and Salvadoran Software Exporters | Increasing MSME competitiveness |
| Dec-03 | Organic Certification of 16 Agro Industry Companies | Increasing MSME competitiveness |
| Mar-04 | Quality and Production Improvement for Salvadoran Guitar Makers | Increasing MSME competitiveness |
| Mar-04 | Support for testing alternative preservation methods for loroco | Increasing MSME competitiveness |
| Apr-04 | Joint Units of Export for Salvadoran SME's | Increasing MSME competitiveness |
| Apr-04 | Packaging Re-Design for 16 Enterprises' Products | Increasing MSME competitiveness |
| May-04 | Wal-Mart Conference on Competing in the US Latin Food Markets | Increasing MSME competitiveness |
| Aug-04 | Japan, U.S., & Europe Organic Certification of 39 additional Agro Industry Companies | Increasing MSME competitiveness |
| Aug-04 | Presentation and Reception dedicated to Design: A Key for Exporting | Increasing MSME competitiveness |
| Sep-04 | HACCP Seminars (2) | Increasing MSME competitiveness |
| Oct-04 | Packaging Re-Design for 10 Natural EXPO East Enterprises' Products | Increasing MSME competitiveness |
| Dec-04 | Development of 100% Certified Bourbon Coffee Trademark | Increasing MSME competitiveness |
| Nov-05 | Implemetation of Innove Design Team Methodolgy | Increasing MSME competitiveness |
| Jun-05 | Medical and Dental Services to Foreign Commuinty Training and Promotional Activity | Increasing MSME competitiveness |
| Jun-05 | Commercial Design Roundtable | Increasing MSME competitiveness |
| Sep-05 | Food Innovation Competition | Increasing MSME competitiveness |
| Oct-03 | Electrical and Civil Engineer Cluster | Increasing MSME competitiveness & Private sector association support |
| Oct-03 | Software Development Cluster | Increasing MSME competitiveness & Private sector association support |
| Dec-03 | Strengthening Salvadoran Design Capabilities & Design Association Formation (ADIES) | Increasing MSME competitiveness & Private sector association support |
| Feb-04 | Increasing the Capacity of the Specialty Coffee Association of El Salvador | Increasing MSME competitiveness & Private sector association support |
| Oct-05 | Creation of Trading Companies (Natural Union Brand, S.A. de C.V., DECOEXPORTA, S.A. de C.V., Corporación Internacional de Software, S.A. de C.V., MAKI, S.A. DE C.V.) | Increasing MSME competitiveness & Private sector association support |
| Feb-04 | Launch of www.expro.org | Information Dissemination |

| Date Initiated | Activity | Initiative Supported |
|----------------|--|------------------------------------|
| Feb-04 | Development of Marketing and Public Relations Strategic Plan | Information Dissemination |
| Jun-04 | EXPRO Monthly Newsletters (14) | Information Dissemination |
| Dec-05 | EXPORTA Online Trade Portal (Phase I completed) | Information Dissemination |
| Nov-03 | Promotion Support for CENTROMYPE Export Promotion Fund | Institutional capacity building |
| Dec-03 | Launch of FOEX and CENTROMYPE co-financing funds & Expedited "Fast-Track" mechanism | Institutional capacity building |
| Dec-03 | Re-Design of FOEX website | Institutional capacity building |
| Dec-03 | Assistance for Trade Point Catalog | Institutional capacity building |
| Dec-03 | Completion of FOEX and CENTROMYPE grant manuals | Institutional capacity building |
| Jan-04 | Trade Training of GOES Officials (219) | Institutional capacity building |
| Feb-04 | Sponsored Trade Fair Participation of 5 EXPORTA Staff Members | Institutional capacity building |
| Feb-04 | Sponsored Trade Fair Participation of 4 CENTROMYPE Staff Members | Institutional capacity building |
| Aug-04 | Sponsored Participation of 2 EXPORTA executives at Las Vegas MAGICKIDS tradeshow | Institutional capacity building |
| Sep-04 | Sponsored 1 Executive of EXPORTA in Executive Forum on Public-Private Partnerships | Institutional capacity building |
| Sep-04 | Support to EXPORTA: Development of Salvadoran Commercial Officers Trade Training Seminar (15) | Institutional capacity building |
| Sep-04 | Support to MINEC: Participation in Global Competitiveness Seminar (1) | Institutional capacity building |
| Dec-04 | Support to EXPORTA for the Primer Encuentro Exportador training | Institutional capacity building |
| Dec-05 | Supported the participation of Executive Directors from EXPORTA and COEXPORT at the Executive Forum on National Export Strategy in Montreux, Switzerland | Institutional capacity building |
| Feb-04 | Increasing the Capacity of Camara de Comercio | Private sector association support |
| Feb-04 | Increasing the Capacity of COEXPORT | Private sector association support |
| Feb-04 | Increasing the Capacity of ASI | Private sector association support |
| Feb-04 | Increasing the Capacity of CENDEPESCA | Private sector association support |
| Feb-04 | Increasing the Capacity of FUNDAPYME | Private sector association support |
| Feb-04 | Increasing the Capacity of CAMAGRO | Private sector association support |
| Feb-04 | Increasing the Capacity of FUSADES | Private sector association support |
| Sep-04 | Action Plan to Increase Salvadoran/Los Angeles Chamber of Commerce Membership | Private sector association support |
| Oct-03 | Export Promotion Best Practices Comparative Analysis | Research Analysis |
| Aug-03 | Design Continuum | Strategic Business Alliance |
| Sep-03 | Zomorano | Strategic Business Alliance |
| Nov-03 | INCAE | Strategic Business Alliance |
| Dec-03 | UNIDO | Strategic Business Alliance |
| Feb-04 | IPEX | Strategic Business Alliance |
| Mar-04 | AIDECA | Strategic Business Alliance |
| Jun-04 | Salvadoran American Business Association | Strategic Business Alliance |
| Jun-05 | IICA | Strategic Business Alliance |
| Jun-05 | ADI - Association of Italian Designers | Strategic Business Alliance |
| Jun-05 | Irish Software Association | Strategic Business Alliance |
| Jun-05 | Microsoft Corporation | Strategic Business Alliance |

| Date Initiated | Activity | Initiative Supported |
|----------------|---|-----------------------------|
| Jun-05 | AGEXPRONT (Guatemala) | Strategic Business Alliance |
| Jun-05 | Salvadoran Chamber of Commerce in San Francisco | Strategic Business Alliance |
| Jun-05 | Industrial Designers Society of America (IDSA) Washington, DC | Strategic Business Alliance |
| Sep-05 | ANIEME-Spanish Association of the Furniture Industry, | Strategic Business Alliance |
| Sep-05 | FEDA-Confederation of Businessmen of Almansa, Spain, | Strategic Business Alliance |
| Sep-05 | Industrial and Commercial Chamber of Castilla y Leon, Spain | Strategic Business Alliance |
| Sep-05 | Consorzio Vigevano Export-Vigerano Trading Company, Italy | Strategic Business Alliance |
| Sep-05 | Assindustria Monza e Brianza-Industrial Association of Monza and Brianza, Italy | Strategic Business Alliance |
| Sep-05 | Unione degli Industriali della Provincia di Pavia-Industrial Union of Pavia, Italy | Strategic Business Alliance |
| Sep-05 | Pavia Export-trading company of pavia, Italy, | Strategic Business Alliance |
| Sep-05 | Unione Industriali di Como-Industrial union of Como, Italy. | Strategic Business Alliance |
| Sep-05 | Italian Social Health Ministry | Strategic Business Alliance |
| Dec-03 | Labor Standards-WRAP Certification Program for El Salvador | Study |
| Dec-03 | Fruit Juice and Concentrate Study (5) | Study |
| Dec-03 | Furniture Market Study (3) | Study |
| Jan-04 | Support Strategies for the Specialty Coffee Sector | Study |
| Feb-04 | Technical Feasibility of Trout Farming in Chalatenango | Study |
| Apr-04 | Design Center Feasibility Study | Study |
| Sep-04 | Supply and Demand of Medical and Dental Services Provided in El Salvador to the Foreign Community (2) | Study |
| Sep-04 | Business Opportunities in Central American Markets (16) | Study |
| Sep-04 | Entry into European Market at Distribution Level Methodology | Study |
| Jun-06 | Market Opportunities in Toronto and Montreal Canada | Study |
| Jun-05 | Electrical Engineering Opportunities Study | Study |
| Jun-05 | Software Industry Market Study | Study |
| Jun-05 | European Organic Market Study | Study |
| Jun-05 | Validation of FMI Platform Study | Study |
| Jun-05 | Panama EXPOCOMER Market Study | Study |
| Jun-05 | Dominican Republic and Puerto Rico Market Opportunities | Study |
| Jun-05 | Chilean Market Opportunities | Study |
| Jun-05 | Guatemala AGRITRADE Market Analysis | Study |
| Jun-05 | Ireland Software Market Study | Study |
| Jun-05 | Caribbean Market Opportunities | Study |
| Jun-05 | Market Analysis for Trading Companies (4) | Study |
| Jun-05 | ASI Indirect Markets Study | Study |
| Jun-05 | AFIS Market Studies (TBD) | Study |
| Jun-05 | FOEX Market Studies (TBD) | Study |
| Dec-05 | Market Opportunities in the US Filigree Market | Study |

| Date Initiated | Activity | Initiative Supported |
|----------------|---|----------------------|
| Dec-05 | US Stationary Industry Market Study | Study |
| Dec-05 | US Fashion Industry Market Evaluation | Study |
| Feb-03 | Seminar on Trade Show Selling Techniques for the European Organic Product Market | Training |
| Oct-03 | Implementation of IICA Export Platform to FMI Trade Show | Training |
| Oct-03 | Sponsorship of 26 Students to ISEADE | Training |
| Dec-03 | Seminar for Exporters on Alternative Financing Mechanisms | Training |
| Dec-03 | Expo Comida Latina SME Debriefing and Trade Fair Training | Training |
| Jan-04 | Design of Training Program and Course Curriculum for 1000 Micro and Small Enterprises | Training |
| Mar-04 | Training class on natural dye techniques of gourds | Training |
| Mar-04 | Seminar on trade show selling techniques for Specialty Coffee Growers | Training |
| May-04 | Implementation of Micro and Small Enterprise Training Program (1000) | Training |
| May-04 | Implementation of seminar for CENTROMYPE on USAID policies and procedures | Training |
| Aug-04 | Organization of Design as a Competitiveness Tool Workshop for over 60 Salvadoran Designers | Training |
| Sep-04 | Implementation of Trade Fair Preparation Methodology for 15 Firms Attending Natural EXPO East | Training |
| Sep-04 | Sponsorship of International Congress for Indigo and Other Natural Colorants (EXTRA-E) | Training |
| Apr-05 | Training on Determination of Export Prices (90 Private Enterprises) (45 Public/Private Officials) | Training |
| Apr-05 | Value-Added Chain Training for MINEC Inteligencia Competitiva (25 Public/Private Officials) | Training |
| Sep-04 | Sponsorship of 2 University Student Internships at FOEX | Training |

**Note this chart does not include trade fairs or commercial missions which are reported in Annex 2*

| | FIRM | Start-Up Date | Product Type | | Initiative Supported | General Guidance by EXPRO | Technical Consultant | Trade Show | Trade Mission | Mkt Compt. (w/o consultant) | MSME Training | \$ Awarded (Earthquake) | \$ Awarded (Non- Earthq.) | \$ in Exports (Earthquake) | \$ in Exports (Non-Earthq.) |
|----|--------------------------------|---------------|--------------------------------|---------------------------------------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|---------------------------|----------------------------|-----------------------------|
| 1 | Biocientifica | Apr-04 | Manufacture | 1 | | | x | | | | | 0 | 6,936 | 0 | 0 |
| 2 | Drogueria Hermel | Mar-04 | Cosmetics & Pharmaceutica l | 1,33, 35, 63,65, 86, 89, 97, 96 | | x | x | x | | | | 43,835 | 0 | 826,313 | 0 |
| 3 | Productos Alimenticios Parma | Apr-04 | Food Products | 1 | | | x | | | | | 6,936 | 0 | 0 | 0 |
| 4 | PROESAL | Apr-04 | Food Products | 1,33,49, 92, 96 | | x | x | | | | | 35,475 | 0 | 81,465 | 0 |
| 5 | Klean Chemical | Feb-04 | Manufacture | 1 | | | x | | | | | 6,936 | 0 | 0 | 0 |
| 6 | Pansal | Mar-04 | Food Products | 1, 27, 69,96 | x | | x | x | | | | 12,241 | 0 | 55,440 | 0 |
| 7 | Don Alvaro | Mar-04 | Agricultural Products | 1 | | | x | | | | | 6,936 | 0 | 376,801 | 0 |
| 8 | Promotora Multiple | Mar-04 | Food Products | 1 | | | x | | | | | 6,936 | 0 | 0 | 0 |
| 9 | COEXA | Feb-04 | Food Products | 1 | | | x | | | | | 6,936 | 0 | 29,000 | 0 |
| 10 | Cuellar | Dec-03 | Food Products | 21,26, 41 | | x | | x | | | | 5,081 | 0 | 36,149 | 0 |
| 11 | CODIPA | Apr-04 | Manufacture | 26,27 | | | x | x | | | | 0 | 4,250 | 0 | 92,140 |
| 12 | Panificadora La Merced | Apr-04 | Food Products | 21 | | x | | | | | | 0 | 6,784 | 0 | 3,000 |
| 13 | Industrias UMABER | Mar-04 | Manufacture | 21, 50, 8 | | x | x | | | | | 0 | 21,746 | 0 | 0 |
| 14 | Velasquez Soto | Feb-05 | Manufacture | 63 | | | x | | | | | 0 | 1,504 | 0 | 0 |
| 15 | Ricarfelli | Apr-04 | Manufacture | 8,6,21,73 | x | x | x | | | | | 0 | 16,552 | 0 | 0 |
| 16 | Asociacion de Añileros Oriente | Apr-04 | Agricultural Products | 5 | | x | | | | | | 1,104 | 0 | 0 | 44,970 |
| 17 | Calzado Tagat | Feb-04 | Manufacture | 21, 40, 8 | | x | x | | | | | 0 | 12,029 | 0 | 4,284 |
| 18 | Grupo Gerencial Prime | Apr-04 | Service | 21 | | x | | | | | | 5,594 | 0 | 24,277 | 0 |
| 19 | Industrias wendy | Mar-04 | Manufacture | 21, 8, 63 | | x | x | | | | | 0 | 18,842 | 0 | 38,579 |
| 20 | Mobiliaria Tubular | Apr-04 | Manufacture | 21 | | x | | | | | | 0 | 3,744 | 0 | 0 |
| 21 | Espacios Digitales | Mar-04 | Service | 21 | | x | | | | | | 5,104 | 0 | 1,900 | 0 |

| | FIRM | Start-Up Date | Product Type | | Initiative Supported | General Guidance by EXPRO | Technical Consultant | Trade Show | Trade Mission | Mkt Compt. (w/o consultant) | MSME Training | \$ Awarded (Earthquake) | \$ Awarded (Non- Earthq.) | \$ in Exports (Earthquake) | \$ in Exports (Non-Earthq.) |
|----|-----------------------------------|---------------|--------------------------------|---------------------------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|---------------------------|----------------------------|-----------------------------|
| 22 | PROEXAL | May-04 | Food Products | 27 | | | x | | | | | 1,750 | 0 | 0 | 0 |
| 23 | Laboratorios ESEBE | May-04 | Cosmetics & Pharmaceutica I | 28 | | | x | | | | | 1,872 | 0 | 1,425 | 0 |
| 24 | Quindeca | May-04 | Manufacture | 21,31 | | x | x | | | | | 3,340 | 0 | 13,071 | 0 |
| 25 | Cuatro M. S.A. de C.V. | May-04 | Specialty Coffee | 29, 35 | | | x | | | | | 0 | 9,632 | 0 | 0 |
| 26 | CASAL S.A. de C.V. | May-04 | Specialty Coffee | 29., 35 | | | x | | | | | 0 | 9,632 | 0 | 11,025 |
| 27 | Cooperativas Las Cruces | Jan-04 | Specialty Coffee | 23 | | | | x | | | | 0 | 1,817 | 0 | 10,659 |
| 28 | Exportadora el Volcan | Jan-04 | Specialty Coffee | 23,24,91 | | x | x | x | | | | 10,185 | 0 | 0 | 0 |
| 29 | Seters Ingenieros | Jan-04 | Service | 25 | | | x | | | | | 2,085 | 0 | 4,000 | 0 |
| 30 | Mayprod S.A. de C.V. | Feb-04 | Manufacture | 25, 51 | | | x | | | | | 0 | 4,085 | 0 | 15,880 |
| 31 | Agropecuaria La Laguna | Apr-04 | Agricultural Products | 1 | | | x | | | | | 0 | 1,347 | 0 | 0 |
| 32 | Industrial de Alimentos y Postres | Apr-04 | Food Products | 1,35, 37, 33, 49, 96 | | x | x | | | | | 38,687 | 0 | 189,874 | 0 |
| 33 | Representaciones Diversas | Apr-04 | Food Products | 1 | | | x | | | | | 1,347 | 0 | 0 | 0 |
| 34 | Panaderia SINAI | Apr-04 | Food Products | 1,64, 96 | | x | x | | | | | 0 | 6,608 | 0 | 32,920 |
| 35 | Cherry S.A. de C.V. | Apr-04 | Manufacture | 1 | | | x | | | | | 5,311 | 0 | 10,953 | 0 |
| 36 | Virtual Graphix | May-04 | Service | 33, 36, 49, 88, 94 | | x | x | x | | | | 7,632 | 0 | 0 | 0 |
| 37 | Santa Eduvigis | Oct-03 | Food Products | 33, 100 | | x | | x | | | | 0 | 27,813 | 0 | 266,406 |
| 38 | G. Premper | May-04 | Service | 14, 36, 38, 52, 53, 99 | | x | x | x | | | | 0 | 15,886 | 0 | 30,370 |
| 39 | Tecoloco.Com | May-04 | Service | 33 | | x | | x | | | | 1,500 | 0 | 49,500 | 0 |
| 40 | Exporsal | Jun-04 | Manufacture | 33 | | x | | x | | | | 24,993 | 0 | 324,000 | 0 |
| 41 | Inversiones Carrousel | May-04 | Manufacture | 68, 70 | | x | x | x | | | | 0 | 9,280 | 0 | 120,000 |
| 42 | Web-Informatica S.A. de C.V. | Jun-04 | Service | 8, 33, 102 | | x | | x | | | | 13,662 | 0 | 0 | 3,101 |

| | FIRM | Start-Up Date | Product Type | | Initiative Supported | General Guidance by EXPRO | Technical Consultant | Trade Show | Trade Mission | Mkt Compt. (w/o consultant) | MSME Training | \$ Awarded (Earthquake) | \$ Awarded (Non-Earthq.) | \$ in Exports (Earthquake) | \$ in Exports (Non-Earthq.) |
|----|--|---------------|--------------------------|-------------------------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|--------------------------|----------------------------|-----------------------------|
| 43 | Gina Palmera | Jun-04 | Manufacture | 30 | x | | x | | | | | 802 | 0 | 0 | 0 |
| 44 | Industrias Bengala | Jun-04 | Manufacture | 33 | | x | | x | | | | 6,138 | 0 | 0 | 6,475 |
| 45 | G. y G. Factible | Nov-03 | Food Products | 1,4 | | | x | | | | | 0 | 8,023 | 0 | 0 |
| 46 | Corporacion Primavera (Pasteleria Lorena) | Nov-03 | Food Products | 4, 9, 37 | | | x | | | | | 0 | 7,087 | 0 | 37,071 |
| 47 | Pasteleria Fortuna de Pan | Nov-03 | Food Products | 4 | | | x | | | | | 1,087 | 0 | 0 | 0 |
| 48 | Pan Miga | Nov-03 | Food Products | 4 | | | x | | | | | 1,087 | 0 | 0 | 0 |
| 49 | Biscuit Factory | Nov-03 | Food Products | 4 | | | x | | | | | 1,087 | 0 | 0 | 0 |
| 50 | Exportadora Canales Rodriguez | Nov-03 | Food Products | 4 | | | x | | | | | 1,087 | 0 | 150,000 | 0 |
| 51 | Ferelis S.A. de C.V. | Nov-03 | Food Products | 4,21,33, 61, 64, 83 | | x | x | | | | | 32,331 | 0 | 78,837 | 0 |
| 52 | Tropix S.A. de C.V. | Nov-03 | Food Products | 4,35 | | | x | | | | | 7,887 | 0 | 86,700 | 0 |
| 53 | Zelosa S.A. de C.V. | Nov-03 | Agricultural Products | 4 | | | x | | | | | 1,087 | 0 | 0 | 0 |
| 54 | Asci S.A. de C.V. | Nov-03 | Food Products | 4 | | | x | | | | | 0 | 1,087 | 0 | 0 |
| 55 | Samaritana S.A. de C.V. | Nov-03 | Food Products | 4,27, 70, 96 | | | x | | | | | 0 | 20,078 | 0 | 245,741 |
| 56 | Alimentos Cuscatlan | Nov-03 | Food Products | 4,96, 97 | | | x | | | | | 0 | 3,911 | 0 | 288,068 |
| 57 | Toty's Gourmet | Nov-03 | Food Products | 4, 21 | | x | x | | | | | 6,777 | 0 | 0 | 0 |
| 58 | Lacteos Metapan | Nov-03 | Food Products | 4,33 | | x | x | | | | | 0 | 19,190 | 0 | 47,000 |
| 59 | Tipicos Margoth | Nov-03 | Service | 4 | | x | x | | | | | 1,087 | 0 | 0 | 0 |
| 60 | Cakes Carrousel | Nov-03 | Food Products | 4 | | | x | | | | | 0 | 1,087 | 0 | 0 |
| 61 | Casa Bazzini | Nov-03 | Food Products | 1,2,27,33, 65, 96, 4 | | x | x | | | | | 32,420 | 0 | 699,747 | 0 |
| 62 | Garmol | Nov-03 | Food Products | 4,10 | | | x | | | x | | 1,567 | 0 | 54,200 | 0 |
| 63 | La Fuente | Nov-03 | Food Products | 4 | | | x | | | | | 1,087 | 0 | 0 | 0 |

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|----|---------------------------|---------------|---------------------------|------------------------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|--------------------------|----------------------------|-----------------------------|
| 64 | La Negrita | Nov-03 | Food Products | 4 | | | x | | | | | 1,087 | 0 | 30,000 | 0 |
| 65 | Atlacatl Foods | Nov-03 | Agricultural Products | 1,4 | | | x | | | | | 8,023 | 0 | 816,298 | 0 |
| 66 | Pasteles de El Salvador | Nov-03 | Food Products | 4, 41, 35, 97 | | | x | x | | | | 12,586 | 0 | 618,423 | 0 |
| 67 | B y M Importaciones | Nov-03 | Food Products | 4 | | | x | | | | | 1,087 | 0 | 0 | 0 |
| 68 | Multipros | Oct-03 | Specialty Coffee | 5,10,11, 21,37, 70 | | x | x | x | | x | | 21,024 | 0 | 31,384 | 0 |
| 69 | Aprainores | Oct-03 | Other Organic | 1,5,3,27,33, 50, 62 | | x | x | x | x | | | 19,303 | 0 | 345,000 | 0 |
| 70 | Cooperativa La Union | Oct-03 | Specialty Coffee | 3,5, 8,49, 62 | | x | x | | x | | | 9,589 | 0 | 7,663 | 0 |
| 71 | Tepeyac | Oct-03 | Specialty Coffee | 5,11, 21 | | x | x | | x | | | 5,854 | 0 | 0 | 33,527 |
| 72 | El Olvido | Oct-03 | Specialty Coffee | 5,11 | | x | x | | x | | | 4,400 | 0 | 48,274 | 0 |
| 73 | SUCHIL | Oct-03 | Other Organic | 3,5,8,11,49, 50,62, 94 | | x | x | | x | | | 0 | 26,322 | 0 | 50,948 |
| 74 | Casa Frida | Oct-03 | Other Organic | 5 | | x | | | | | | 0 | 614 | 0 | 0 |
| 75 | Fundación ABA (San Jorge) | Oct-03 | Specialty Coffee | 5 | | x | | | | | | 0 | 614 | 0 | 0 |
| 76 | Zenzontle | Oct-03 | Other Organic | 5,11 | | x | x | | | | | 4,400 | 0 | 310,000 | 0 |
| 77 | UPREX | Oct-03 | Specialty Coffee | 5,50 | | x | x | | x | | | 5,614 | 0 | 0 | 0 |
| 78 | Ortisaes | Oct-03 | Specialty Coffee | 5 | | x | | | x | | | 614 | 0 | 0 | 0 |
| 79 | Pahnas | Oct-03 | Food Products | 10 | | | | | x | x | | 2,280 | 0 | 469,200 | 0 |
| 80 | INTEMAQ | Oct-03 | Manufacture | 10 | | | | | | x | | 480 | 0 | 0 | 0 |
| 81 | Kalish World | Oct-03 | Manufacture | 10 | | | | | | x | | 480 | 0 | 0 | 0 |
| 82 | Recitex S.A. de C.V. | Oct-03 | Manufacture | 10, 94 | | x | | | | x | | 2,505 | 0 | 270,179 | 0 |
| 83 | TOROGOZ S.A. de C.V. | Oct-03 | Manufacture | 10,33, 63,66 | | x | x | | | x | | 29,150 | 0 | 0 | 36,107 |
| 84 | Pharma Lab. | Oct-03 | Cosmetics & Pharmaceutica | 10 | | | | | | x | | 480 | 0 | 0 | 0 |

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| 85 | Tejemet S.A de C.V. | Oct-03 | Manufacture | 10, 91 | x | | | | | x | | 1,285 | 0 | 0 | 0 |
| 86 | DIMELCA S.A. de C.V. | Oct-03 | Manufacture | 10 | | | | | | x | | 0 | 480 | 0 | 0 |
| 87 | Maderas y Metales S.A. de C.V. | Oct-03 | Manufacture | 2,10,33, 49, 54, 63, 66, 90 | x | x | x | | | x | | 0 | 35,984 | 0 | 353,102 |
| 88 | RIDI S.A. de C.V. | Oct-03 | Manufacture | 10 | | | | | | x | | 480 | 0 | 0 | 0 |
| 89 | Latin Kraft Artesanias | Oct-03 | Manufacture | 8, 10, 21 | | | | | | x | | 7,302 | 0 | 47,650 | 0 |
| 90 | FUDEFA | Oct-03 | Service | 10 | | | | | | x | | 480 | 0 | 0 | 0 |
| 91 | La Canasta | Oct-03 | Food Products | 9,10, 76, 89, 96 | | | | x | | x | | 6,067 | 0 | 56,286 | 0 |
| 92 | Laboratorios Farmaceuticos ENMILEM | Oct-03 | Cosmetics & Pharmaceutica I | 10, 21 | x | | | | | x | | 1,584 | 0 | 0 | 0 |
| 93 | DICAME | Oct-03 | Manufacture | 10,21, 8, 40 | x | x | x | | | x | | 0 | 17,153 | 0 | 195,543 |
| 94 | Borboletas | Oct-03 | Manufacture | 9 | | | | x | | | | 167 | 0 | 0 | 0 |
| 95 | Creaciones Infantiles | Oct-03 | Manufacture | 9 | | | | x | | | | 167 | 0 | 5,000 | 0 |
| 96 | Industrias Americanas | Oct-03 | Manufacture | 9 | | | | x | | | | 0 | 167 | 0 | 0 |
| 97 | Network Travel, S.A. de C.V. | Oct-03 | Service | 9 | | | | x | | | | 167 | 0 | 0 | 0 |
| 98 | Fapmosa | Oct-03 | Manufacture | 9 | | | | x | | | | 0 | 167 | 0 | 0 |
| 99 | Salva Mex Designs | Oct-03 | Manufacture | 9 | | | | x | | | | 167 | 0 | 4,840 | 0 |
| 100 | Proinca S.A. | Oct-03 | Food Products | 8,9, 50 | x | | | x | | | | 0 | 20,275 | 0 | 0 |
| 101 | Ortiza S.A. de C.V. | Oct-03 | Specialty Coffee | 9, 50, 96 | | | | x | | | | 0 | 5,824 | 0 | 0 |
| 102 | Lovaina S.A. de C.V. | Oct-03 | Manufacture | 9 | | | | x | | | | 0 | 167 | 0 | 0 |
| 103 | Racor | Oct-03 | Food Products | 1,9 | | | x | x | | | | 0 | 1,514 | 0 | 1,182,651 |
| 104 | Editorial Lis | Oct-03 | Manufacture | 9 | | | | x | | | | 167 | 0 | 16,000 | 0 |
| 105 | Cia. Industrial Alimentaria | Oct-03 | Food Products | 9 | | | | x | | | | 0 | 167 | 0 | 800 |

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| 106 | Arte Focal | Oct-03 | Manufacture | 9 | | | | x | | | | 0 | 167 | 0 | 5,637 |
| 107 | Multicolor Diseño Grafico | Jan-04 | Manufacture | 12 | | | | x | | | | 245 | 0 | 0 | 0 |
| 108 | RED ART | Jan-04 | Manufacture | 13,14, 42, 66 | | | x | x | | | | 12,000 | 0 | 88,497 | 0 |
| 109 | APECAFE | Jan-04 | Specialty Coffee | 11, 50, 62 | | | x | | | | | 9,518 | 0 | 235,913 | 0 |
| 110 | Origenes | Jan-04 | Other Organic | 3,11,46, 50 | | | x | | x | | | 0 | 18,903 | 0 | 3,130 |
| 111 | Dismatel | Feb-04 | Manufacture | 2 | | | x | | | | | 1,150 | 0 | 122,491 | 0 |
| 112 | Healthco | Jan-04 | Food Products | 1,2,15,26, 50, 63, 64 | | x | x | x | | | | 26,345 | 0 | 35,076 | 0 |
| 113 | Laboratorios Combisa | Feb-04 | Cosmetics & Pharmaceutica I | 2, 41 | | | x | x | | | | 0 | 2,819 | 0 | 48,000 |
| 114 | Tecnologia del Ambiente | Jan-04 | Service | 2 | | | x | | | | | 1,150 | 0 | 35,000 | 0 |
| 115 | Artesanias el Bambu | Feb-04 | Manufacture | 6,21 | | x | | | | | | 0 | 5,960 | 0 | 15,523 |
| 116 | Indisa | Mar-04 | Manufacture | 1,17 | x | | x | | | | | 7,831 | 0 | 100,000 | 0 |
| 117 | Panaderia Celsita | Jan-04 | Food Products | 21 | | x | | | | | | 1,104 | 0 | 0 | 0 |
| 118 | Panaderia Chavez | Jan-04 | Food Products | 21 | | x | | | | | | 1,104 | 0 | 3 | 0 |
| 119 | Industrias Chequen | Feb-04 | Manufacture | 6,21, 40, 73 | x | x | x | | | | | 0 | 3,276 | 0 | 8,866 |
| 120 | Artesanias Moje | Feb-04 | Manufacture | 21,41, 43 | | x | x | x | | | | 0 | 9,415 | 0 | 7,011 |
| 121 | El Comienzo | Mar-04 | Specialty Coffee | 3,21,24,35, 55, 56 | | x | x | | | | | 16,745 | 0 | 0 | 0 |
| 122 | Arquitectura Tranzo | Feb-04 | Manufacture | 21,26,41 | | x | x | | | | | 9,373 | 0 | 0 | 0 |
| 123 | Biotechnologia de El Salvador | Feb-04 | Food Products | 3,21,41,57, 63 | | x | x | x | | | | 13,051 | 0 | 37,500 | 0 |
| 124 | Industrias Laford | Feb-04 | Manufacture | 3,33,31,41, 49, 63 | | x | x | x | | | | 0 | 21,834 | 0 | 57,115 |
| 125 | SCAES | Mar-04 | Agricultural Products | 3 | | | x | | | | | 1,000 | 0 | 985,728 | 0 |
| 126 | Frutos del Sol | Feb-04 | Food Products | 1,3, 8,49 | | x | x | | | | | 16,983 | 0 | 1,100 | 0 |

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| 127 | ISMARSA | Mar-04 | Agricultural Products | 6,16 | x | | x | | | | | 900 | 0 | 312,808 | 0 |
| 128 | PROTECNO | Feb-04 | Manufacture | 2,3,6,26,33,58,63 | x | x | x | x | | | | 29,458 | 0 | 1,686,444 | 0 |
| 129 | FORMOSA | Mar-04 | Agricultural Products | 6,16 | x | | x | | | | | 900 | 0 | 226,979 | 0 |
| 130 | PINSAL | Feb-04 | Manufacture | 2,26,31,89 | | | x | x | | | | 0 | 11,660 | 0 | 501,526 |
| 131 | Palacio | Feb-04 | Food Products | 33,2,20,1,55,49,69,74,92,95 | x | | x | x | x | | | 0 | 31,410 | 0 | 90,957 |
| 132 | VAPE | Feb-04 | Agricultural Products | 15 | | | x | | | | | 2,979 | 0 | 372,887 | 0 |
| 133 | Ideas Promocionales | Feb-04 | Agricultural Products | 20 | | | x | | | | | 1,308 | 0 | 0 | 0 |
| 134 | COMEL | Feb-04 | Food Products | 20,32,34,96 | | x | x | x | | | | 0 | 9,007 | 0 | 905,398 |
| 135 | Everest S.A. | Apr-04 | Specialty Coffee | 6,23,24,29 | x | | x | x | | | | 0 | 6,654 | 0 | 9,000 |
| 136 | Cofinanzas S.A. de C.V. | Apr-04 | Specialty Coffee | 6,24,29,55,62,91 | x | x | x | | | | | 11,987 | 0 | 2,097,832 | 0 |
| 137 | Francisco S.A. | Apr-04 | Specialty Coffee | 6,24,56,91 | x | x | x | | | | | 0 | 6,155 | 0 | 135,159 |
| 138 | Proexcafe | Apr-04 | Specialty Coffee | 6,24 | x | | x | | | | | 0 | 2,005 | 0 | 44,023 |
| 139 | Café Himalaya | Apr-04 | Specialty Coffee | 6,23,24,29 | x | | x | x | | | | 6,654 | 0 | 40,037 | 0 |
| 140 | Urrutias State Coffee | Apr-04 | Specialty Coffee | 6,23,35,56 | x | | | x | | | | 13,417 | 0 | 275,455 | 0 |
| 141 | Laussane | Apr-04 | Specialty Coffee | 6,24,29,56,56,91 | x | x | x | | | | | 11,412 | 0 | 207,200 | 0 |
| 142 | COEXCA | Apr-04 | Specialty Coffee | 5,6,23,24 | x | | x | x | | | | 5,303 | 0 | 56,250 | 0 |
| 143 | ESMAR | Apr-04 | Specialty Coffee | 6,23,24 | x | | x | x | | | | 0 | 3,822 | 0 | 8,100 |
| 144 | Moldymet | Apr-04 | Manufacture | 25,51 | | | x | | | | | 3,750 | 0 | 0 | 0 |
| 145 | Promein | Mar-04 | Manufacture | 25 | | | x | | | | | 0 | 1,750 | 0 | 5,480 |
| 146 | Industria Mecanicas RAF | Apr-04 | Manufacture | 25,41 | | | x | | | | | 0 | 3,750 | 0 | 0 |
| 147 | Cerro De flores | Mar-04 | Agricultural Products | 19,59 | | | x | | | | | 4,212 | 0 | 47,714 | 0 |

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| 148 | CAPOSA | Mar-04 | Agricultural Products | 19, 59 | | | x | | | | | 7,712 | 0 | 190,010 | 0 |
| 149 | INVERPLAN | Mar-04 | Agricultural Products | 19, 59, 98 | | | x | | | | | 6,312 | 0 | 0 | 0 |
| 150 | GCM | Mar-04 | Service | 6,18, 33 | | | | x | | | | 0 | 15,492 | 0 | 343,339 |
| 151 | ALIESCO | Dec-03 | Food Products | 6, 33 | x | x | | | | | | 21,875 | 0 | 13,346 | 0 |
| 152 | PROLACSA | Nov-03 | Food Products | 6, 33 | x | x | | | | | | 24,970 | 0 | 0 | 0 |
| 153 | Don Ramon | Dec-03 | Food Products | 6 | x | x | | | | | | 0 | 0 | 0 | 0 |
| 154 | Cadesal | Dec-03 | Food Products | 6 | x | | | | | | | 0 | 0 | 56,349 | 0 |
| 155 | Sabores Instantaneos Salvadoreños | Dec-03 | Food Products | 6 | x | | | | | | | 0 | 0 | 0 | 75,000 |
| 156 | Granja Jovels | Dec-03 | Agricultural Products | 6,8, 96 | x | | | | | | | 0 | 2,506 | 0 | 27,500 |
| 157 | Apiarios San Luis | Dec-03 | Agricultural Products | 6,8 | x | | | | | | | 0 | 0 | 0 | 7,365 |
| 158 | Apiarios Fernandos | Dec-03 | Agricultural Products | 6,8 | x | | | | | | | 0 | 0 | 0 | 13,088 |
| 159 | Apiarios Menjivar | Dec-03 | Agricultural Products | 6,8 | x | | | | | | | 0 | 0 | 0 | 12,685 |
| 160 | Apiarios Pedro Arnoldo Gonzales | Dec-03 | Agricultural Products | 6,8 | x | | | | | | | 0 | 0 | 0 | 6,500 |
| 161 | Apiarios Montoya | Dec-03 | Agricultural Products | 6,8 | x | | | | | | | 0 | 0 | 0 | 22,000 |
| 162 | Farmaceutica RODIM | Dec-03 | Cosmetics & Pharmaceutica | 6 | x | x | | | | | | 0 | 0 | 0 | 0 |
| 163 | Inversiones Hospitalarias | Nov-04 | Service | 6,33 | x | x | | x | x | | | 16,306 | 0 | 68,473 | 0 |
| 164 | Crio Inversiones | Nov-03 | Food Products | 1, 6, 96 | x | | x | | | | | 0 | 7,817 | 0 | 598,079 |
| 165 | Artesanos del Rey | Dec-03 | Manufacture | 6, 8, 21,26 | x | | x | | | | | 15,389 | 0 | 15,500 | 0 |
| 166 | AGROTEC | Dec-03 | Agricultural Products | 6 | x | x | | | | | | 0 | 0 | 241,945 | 0 |
| 167 | FACOPADES | Nov-03 | Food Products | 6 | x | | | | | | | 0 | 0 | 0 | 0 |
| 168 | Molina Hermanos | Dec-03 | Manufacture | 6 | x | x | | | | | | 0 | 0 | 0 | 0 |

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| 169 | Kreef | Dec-03 | Food Products | 6 | x | x | | | | | | 0 | 0 | 0 | 0 |
| 170 | LOROCOSAL | Oct-03 | Agricultural Products | 6,8,96 | x | | | | | | | 0 | 10,000 | 0 | 20,569 |
| 171 | INFOSGROUP | Oct-03 | Service | 6, 52 | x | | | | x | | | 0 | 3,000 | 0 | 107,272 |
| 172 | NETSTUDIO | Oct-03 | Service | 6 | x | | | | x | | | n/a | n/a | 0 | 8,000 |
| 173 | SOFTTRADING | Oct-03 | Service | 6 | x | | | | x | | | n/a | n/a | 0 | 0 |
| 174 | Carozzi | Oct-03 | Manufacture | 6, 8, 78 | x | | | x | | | | 0 | 8,973 | 0 | 1,500 |
| 175 | Manuel Gonzales | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 0 |
| 176 | Herrera Industrias | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 16,893 |
| 177 | Ernesto Fiallos | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 0 |
| 178 | Águeda Rivera | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 0 |
| 179 | Patricia Mayorga | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 0 |
| 180 | Ma Luisa Angulo | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 0 |
| 181 | Guillermo Bonilla | May-04 | Service | 8 | x | x | | | | | | 0 | 1,258 | 0 | 0 |
| 182 | Claudia Colindres | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 0 |
| 183 | Francisco Molina | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 0 |
| 184 | Lourdes Mena | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 0 |
| 185 | ASD Publicidad Grafica | Oct-03 | Service | 63,8 | x | x | x | | x | | | 0 | 4,911 | 0 | 0 |
| 186 | Gabriela Larios | Oct-03 | Service | 8 | x | x | | | x | | | 0 | 1,258 | 0 | 0 |
| 187 | CANADES | Dec-03 | Food Products | 6,33, 37 | x | x | | x | | | | 3,000 | 0 | 0 | 0 |
| 188 | Industrias Caricia | May-04 | Manufacture | 6,7 | x | x | | | | | | 0 | 0 | 0 | 50,000 |
| 189 | Bexcafe | May-04 | Specialty Coffee | 6,55,56,80 | x | | x | | | | | 0 | 7,135 | 0 | 0 |

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| 190 | GEMUSE S.A. de C.V. | Dec-03 | Agricultural Products | 6 | x | x | | | | | | 0 | 0 | 9,200 | 0 |
| 191 | Consulteco | Jun-04 | Service | 45 | | | | x | | | | 1,303 | 0 | 11,500 | 0 |
| 192 | Borex | Jul-04 | Manufacture | 46 | | | x | | | | | 2,950 | 0 | 0 | 0 |
| 193 | Iluminacion Tecnica | Jul-04 | Manufacture | 44 | | | x | | | | | 0 | 2,999 | 0 | 12,000 |
| 194 | Chemi Marketing | Jun-04 | Manufacture | 42 | | | x | | | | | 0 | 3,000 | 0 | 44,083 |
| 195 | El Madero de Jesus | Jun-04 | Manufacture | 42, 8 | | | x | | | | | 0 | 9,822 | 0 | 46,200 |
| 196 | Asociacion manos Amigas | Jun-04 | Manufacture | 8, 21, 42 | | x | x | | | | | 3,840 | 0 | 1,126 | 0 |
| 197 | Comercialza | Jun-04 | Manufacture | 40 | | | x | | | | | 0 | 1,400 | 0 | 743 |
| 198 | Industrias Fenix | Jun-04 | Manufacture | 8, 40 | | | x | | | | | 0 | 10,925 | 0 | 484 |
| 199 | Orbita | Jun-04 | Manufacture | 21, 42 | | | x | | | | | 0 | 5,362 | 0 | 15,155 |
| 200 | Lemag | Jul-04 | Manufacture | 47, 46 | | | x | | | | | 0 | 5,864 | 0 | 18,000 |
| 201 | Industrias Argueta | Jul-04 | Manufacture | 46 | | | x | | | | | 0 | 2,950 | 0 | 16,474 |
| 202 | Almacen Victoria | Jul-04 | Manufacture | 46 | | | x | | | | | 0 | 2,950 | 0 | 0 |
| 203 | Jacabi | Jul-04 | Manufacture | 46, 63, 67 | | | x | | | | | 0 | 7,454 | 0 | 7,792 |
| 204 | Acogripi | Jul-04 | Manufacture | 42 | | | x | | | | | 0 | 3,000 | 0 | 5,000 |
| 205 | Industrias Merida | Aug-04 | Manufacture | 48, 94, 100 | | x | x | x | | | | 0 | 8,015 | 0 | 0 |
| 206 | Mario Castro Tablas | Aug-04 | Manufacture | 48 | | | x | | | | | 0 | 2,990 | 0 | 0 |
| 207 | Lucia Hernandez Cardosa | Aug-04 | Manufacture | 48 | | | x | | | | | 2,990 | 0 | 950 | 0 |
| 208 | Taller San Antonio | Aug-04 | Manufacture | 48 | | | x | | | | | 0 | 2,990 | 0 | 25,000 |
| 209 | Industrias Loren | Aug-04 | Manufacture | 48, 94, 100 | | x | x | x | | | | 8,015 | 0 | 0 | 0 |
| 210 | La Casa de La Vela | Aug-04 | Manufacture | 48 | | | x | | | | | 2,990 | 0 | 0 | 0 |

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| 211 | Ceramica Huellas | Aug-04 | Manufacture | 48 | | x | | | | | 2,990 | 0 | 0 | 0 |
| 212 | Drogueria Pro-Medici | Aug-04 | Cosmetics & Pharmaceutica I | 48 | | x | | | | | 0 | 2,990 | 0 | 0 |
| 213 | Creaciones Alejandrina | Aug-04 | Manufacture | 48 | | x | | | | | 2,990 | 0 | 79,000 | 0 |
| 214 | Creaciones Matices | Aug-04 | Manufacture | 48 | | | x | | | | 0 | 2,990 | 0 | 0 |
| 215 | Maya Gift Artesanias | Sep-04 | Manufacture | 37 | | | x | | | | 3,000 | 0 | 0 | 0 |
| 216 | Fuentes de Bordados | Sep-04 | Manufacture | 37 | | | x | | | | 0 | 3,000 | 0 | 0 |
| 217 | Monrey | Sep-04 | Manufacture | 37, 70 | | x | x | | | | 3,000 | 0 | 0 | 0 |
| 218 | Casa Miriam | Sep-04 | Manufacture | 37 | | | x | | | | 0 | 3,000 | 0 | 1,500 |
| 219 | Dulceria Magdalena | Jul-04 | Food Products | 35 | | x | | | | | 0 | 6,800 | 0 | 0 |
| 220 | Super Marino | Jul-04 | Food Products | 6,16,33,35, 64, 84, 96 | | x | | | | | 38,593 | 0 | 62,653 | 0 |
| 221 | Café Don Justo | Jul-04 | Specialty Coffee | 35 | | x | | | | | 6,800 | 0 | 13,751 | 0 |
| 222 | Asociacion Coop. Sarahem | Jun-04 | Food Products | 35, 65 | | x | | | | | 8,425 | 0 | 443 | 0 |
| 223 | Turismo S.A. de C.V. | Jun-04 | Service | 21 | x | | | | | | 3,504 | 0 | 0 | 0 |
| 224 | Hidraulica y Electricidad | Jun-04 | Service | 41 | | | x | | | | 1,669 | 0 | 9,920 | 0 |
| 225 | Pali Diseño | Jun-04 | Manufacture | 8,21,41, 44, 49 | | | x | | | | 17,546 | 0 | 34,644 | 0 |
| 226 | Texsal | Jun-04 | Manufacture | 41 | | | x | | | | 1,669 | 0 | 0 | 0 |
| 227 | Multiprint | Jun-04 | Service | 41, 86 | | | x | | | | 2,819 | 0 | 0 | 23,329 |
| 228 | EMSAL | Jun-04 | Service | 41 | | | x | | | | 1,669 | 0 | 0 | 0 |
| 229 | Coinindustria Gigante | Jun-04 | Food Products | 41, 49, 63, 71, 89 | | x | x | | | | 6,718 | 0 | 75,000 | 0 |
| 230 | Grabatodo | Jun-04 | Manufacture | 21 | x | | | | | | 0 | 5,880 | 0 | 0 |
| 231 | Reamerica | Jun-04 | Food Products | 35, 70 | | x | | | | | 14,366 | 0 | 0 | 0 |

| | FIRM | Start-Up Date | Product Type | | Initiative Supported | General Guidance by EXPRO | Technical Consultant | Trade Show | Trade Mission | Mkt Compt. (w/o consultant) | MSME Training | \$ Awarded (Earthquake) | \$ Awarded (Non- Earthq.) | \$ in Exports (Earthquake) | \$ in Exports (Non-Earthq.) |
|-----|--------------------------|---------------|-----------------------|---------------------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|---------------------------|----------------------------|-----------------------------|
| 232 | Teneria El Bufalo | Jun-04 | Manufacture | 33, 39,40 | | x | x | x | | | | 0 | 11,659 | 0 | 109,296 |
| 233 | Palchar | Jul-04 | Service | 33 | | x | | | | | | 22,715 | 0 | 0 | 0 |
| 234 | Metalurgica Sarti | Jun-04 | Manufacture | 41, 89, 94, 100, 86 | | x | | x | | | | 0 | 7,267 | 0 | 361,544 |
| 235 | Arte Maya Pipil | Jun-04 | Manufacture | 33 | | x | | | | | | 9,250 | 0 | 22,311 | 0 |
| 236 | Eco Eco | Jul-04 | Manufacture | 8, 42, 66 | | | x | | | | | 18,415 | 0 | 38,278 | 0 |
| 237 | Autoproducts | Dec-03 | Manufacture | 6 | x | | | | | | | n/a | n/a | 0 | 0 |
| 238 | Borboldon | Oct-04 | Specialty Coffee | 56 | | | x | | | | | 0 | 3,000 | 0 | 203,375 |
| 239 | Nedecaza | Sep-05 | Specialty Coffee | 5,50,56 | | x | x | | | | | 9,800 | 0 | 0 | 0 |
| 240 | Alex Salaverria | Oct-04 | Specialty Coffee | 56 | | | x | | | | | 3,000 | 0 | 29,403 | 0 |
| 241 | Arbel Imports | Jul-04 | Agricultural Products | 21, 59 | | x | x | | | | | 4,466 | 0 | 0 | 0 |
| 242 | Vivero Xochicalli | Aug-04 | Agricultural Products | 59 | | | x | | | | | 3,362 | 0 | 26,068 | 0 |
| 243 | Cafecoyo | Aug-04 | Agricultural Products | 59 | | | x | | | | | 3,362 | 0 | 185,965 | 0 |
| 244 | Bismarkia | Aug-04 | Agricultural Products | 33,59 | | x | x | | | | | 13,134 | 0 | 0 | 0 |
| 245 | Vivero Casa Verde | Aug-04 | Agricultural Products | 59 | | | x | | | | | 3,362 | 0 | 0 | 0 |
| 246 | Vivero Santa maria | Aug-04 | Agricultural Products | 59 | | | x | | | | | 3,362 | 0 | 0 | 0 |
| 247 | Vivero Montecristo | Sep-04 | Agricultural Products | 59 | | | x | | | | | 3,362 | 0 | 0 | 0 |
| 248 | Ornamentales | Sep-04 | Agricultural Products | 59 | | | x | | | | | 3,362 | 0 | 0 | 0 |
| 249 | Agroindustrias Moreno | Aug-04 | Agricultural Products | 8,21, 50, 94 | | x | x | | | | | 22,747 | 0 | 97,000 | 0 |
| 250 | Pichinte | Sep-04 | Manufacture | 50 | | | x | | | | | 5,000 | 0 | 104,080 | 0 |
| 251 | Distribuidora Soluciones | Sep-04 | Manufacture | 50,64 | | x | x | | | | | 0 | 9,076 | 0 | 0 |
| 252 | Azulinas | Oct-04 | Other Organic | 50 | | | x | | | | | 0 | 5,000 | 0 | 848 |

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|-----|--------------------------------|---------------|-----------------------------|--------------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|--------------------------|----------------------------|-----------------------------|
| 253 | Botanikal | Sep-04 | Other Organic | 8,49,50 | x | x | | | | | | 0 | 16,047 | 0 | 0 |
| 254 | Soluciones | Sep-04 | Service | 8, 60 | x | x | | | | | | 11,613 | 0 | 450 | 0 |
| 255 | Fucrisan | Sep-04 | Other Organic | 8,21,49 | x | x | | | | | | 0 | 9,047 | 0 | 0 |
| 256 | Impeza | Oct-04 | Service | 52 | | | | x | | | | 0 | 3,000 | 0 | 0 |
| 257 | Boa Computer | Sep-04 | Service | 8,52, 77, 89 | x | | x | | | | | 0 | 13,587 | 0 | 41,712 |
| 258 | Cital web solutions | Nov-04 | Service | 52, 94 | x | | x | | | | | 5,025 | 0 | 52,762 | 0 |
| 259 | Dilisa | Aug-04 | Manufacture | 21 | x | | | | | | | 6,245 | 0 | 45,180 | 0 |
| 260 | Retze | Aug-04 | Manufacture | 21 | x | | | | | | | 0 | 960 | 0 | 0 |
| 261 | Diseños y confecciones Tommy | Aug-04 | Manufacture | 21 | x | | | | | | | 1,104 | 1,104 | 0 | 0 |
| 262 | Servicomulti | Aug-04 | Service | 21 | x | | | | | | | 3,800 | 0 | 0 | 0 |
| 263 | J. Raul Rivera | Aug-04 | Manufacture | 21 | x | | | | | | | 1,104 | 0 | 484,232 | 0 |
| 264 | Syscom | Aug-04 | Service | 21 | x | | | | | | | 840 | 0 | 0 | 0 |
| 265 | Tornolara | Sep-04 | Manufacture | 21 | x | | | | | | | 0 | 1,104 | 0 | 0 |
| 266 | Productos Lacteos de Santa Ana | Jul-04 | Food Products | 21 | x | | | | | | | 0 | 1,104 | 0 | 0 |
| 267 | Inversiones Serpas Caceres | Oct-04 | Specialty Coffee | 21 | x | | | | | | | 3,240 | 0 | 0 | 0 |
| 268 | Exposervicios | Sep-04 | Service | 21,64 | x | | | | | | | 0 | 5,025 | 0 | 128,431 |
| 269 | Gevifar | Sep-04 | Cosmetics & Pharmaceutica I | 21 | x | | | | | | | 0 | 5,120 | 0 | 0 |
| 270 | Undesa | Jun-04 | Manufacture | 21 | x | | | | | | | 1,104 | 0 | 0 | 0 |
| 271 | Industrias Jorven | Apr-04 | Manufacture | 21 | x | | | | | | | 1,104 | 0 | 0 | 0 |
| 272 | Amali | Jul-04 | Manufacture | 21 | x | | | | | | | 5,072 | 0 | 0 | 0 |
| 273 | Aseinfo | Sep-04 | Service | 33, 100 | x | | x | | | | | 26,470 | 0 | 60,836 | 0 |

| | FIRM | Start-Up Date | Product Type | | Initiative Supported | General Guidance by EXPRO | Technical Consultant | Trade Show | Trade Mission | Mkt Compt. (w/o consultant) | MSME Training | \$ Awarded (Earthquake) | \$ Awarded (Non- Earthq.) | \$ in Exports (Earthquake) | \$ in Exports (Non-Earthq.) |
|-----|------------------------------------|---------------|------------------|-------------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|---------------------------|----------------------------|-----------------------------|
| 274 | No-AI . S.A. | Aug-04 | Food Products | 70, 96 | | | x | | | | | 0 | 10,072 | 0 | 63,720 |
| 275 | Inversiones Merlet | Oct-04 | Manufacture | 49 | | | x | | | | | 434 | 0 | 0 | 0 |
| 276 | Equal Latin American | Oct-04 | Food Products | 49 | | | x | | | | | 434 | 0 | 2,660 | 0 |
| 277 | Multiplast | Oct-04 | Manufacture | 49 | | | x | | | | | 434 | 0 | 124,960 | 0 |
| 278 | Distribuidora Cuscatlan | Oct-04 | Food Products | 49, 106 | | | x | | | | | 2,966 | 0 | 887,002 | 0 |
| 279 | Matco | Oct-04 | Manufacture | 49 | | | x | | | | | 434 | 0 | 93,590 | 0 |
| 280 | Ainsa | Oct-04 | Manufacture | 49 | | | x | | | | | 0 | 434 | 0 | 25,000 |
| 281 | Jainsa | Nov-04 | Food Products | 33, 64, 97 | | x | x | | | | | 0 | 11,775 | 0 | 2,972 |
| 282 | Muebles e Inmuebles | Nov-04 | Food Products | 96,6,33, 85 | | x | x | | | | | 0 | 30,589 | 0 | 0 |
| 283 | Acoproarte | Dec-04 | Manufacture | 8 | | x | | | | | | 0 | 6,822 | 0 | 22,800 |
| 284 | El Zarzo | Dec-04 | Manufacture | 8 | | x | | | | | | 6,822 | 0 | 13,000 | 0 |
| 285 | Palma City | Dec-04 | Manufacture | 8 | | x | | | | | | 9,574 | 0 | 6,000 | 0 |
| 286 | Acooprac | Dec-04 | Manufacture | 8 | | x | | | | | | 0 | 6,822 | 0 | 6,550 |
| 287 | Alejandros Ceramica | Dec-04 | Manufacture | 8 | | x | | | | | | 0 | 6,822 | 0 | 5,000 |
| 288 | Promotora Cinco | Aug-04 | Food Products | 96 | | | x | | | | | 0 | 798 | 0 | 0 |
| 289 | Uniconsa | Aug-04 | Food Products | 96 | | | x | | | | | 0 | 574 | 0 | 0 |
| 290 | Industrias Ready | Nov-04 | Manufacture | 51 | | | | x | | | | 0 | 2,000 | 0 | 17,217 |
| 291 | Taller de Servicios Diversificados | Nov-04 | Manufacture | 51 | | | | x | | | | 0 | 2,000 | 0 | 6,000 |
| 292 | Oromontique | Sep-04 | Specialty Coffee | 5 | | x | | | | | | 1,800 | 0 | 4,000 | 0 |
| 293 | Grupo Industrial Diversificado | Jan-05 | Manufacture | 63, 71, 97 | | | x | | | | | 0 | 8,277 | 292,880 | 0 |
| 294 | Maria Elena Sol Trujillo | Oct-04 | Specialty Coffee | 5 | | x | | | | | | 1,800 | 0 | 0 | 0 |

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|-----|-----------------------------------|---------------|-----------------------|--------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|--------------------------|----------------------------|-----------------------------|
| 295 | Marta Caceres Peña Trejo | Sep-04 | Specialty Coffee | 5 | x | | | | | | | 1,800 | 0 | 90 | 0 |
| 296 | Creativa Consultores | Sep-04 | Service | 21 | x | | | | | | | 0 | 1,104 | 0 | 0 |
| 297 | Tecniforms | Mar-05 | Manufacture | 6, 82 | | | x | | | | | 0 | 1,717 | 0 | 24,313 |
| 298 | Global Commerce | Jan-05 | Specialty Coffee | 33 | x | | | | | | | 21,216 | 0 | 53,700 | 0 |
| 299 | Baltazar Ferreiro | Jan-05 | Specialty Coffee | 5 | x | | | | | | | 1,550 | 0 | 0 | 0 |
| 300 | Delights | Jan-05 | Food Products | 61 | | | x | | | | | 0 | 4,000 | 0 | 0 |
| 301 | Fatima Caceres de Hernandez | Jan-05 | Food Products | 61 | | | x | | | | | 4,000 | 0 | 75 | 0 |
| 302 | Candy Cakes | Jan-05 | Food Products | 61 | | | x | | | | | 0 | 4,000 | 0 | 0 |
| 303 | Mauricio Cantor Castillo | Nov-04 | Specialty Coffee | 62 | | | x | | | | | 0 | 3,000 | 0 | 0 |
| 304 | Alma de Añil | Dec-04 | Other Organic | 62 | | | x | | | | | 0 | 5,000 | 0 | 0 |
| 305 | Carbon Chaparral | Mar-05 | Manufacture | 64 | x | | | | | | | 4,076 | 0 | 0 | 0 |
| 306 | Geometrica | Jan-05 | Service | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 307 | Empacadora de Alimentos y Bevidas | Feb-05 | Manufacture | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 308 | Don Alfajor | Feb-05 | Food Products | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 309 | Proserquisa | Dec-04 | Specialty Coffee | 8 | x | | | | | | | 0 | 10,322 | 0 | 0 |
| 310 | Industrias Bolivar | Jan-05 | Manufacture | 64 | x | | | | | | | 0 | 6,269 | 0 | 0 |
| 311 | Ana Isabel Alvarez de Pacas | Jan-05 | Agricultural Products | 65 | | | x | | | | | 0 | 1,625 | 0 | 0 |
| 312 | Industria de Calzado Morales | Dec-04 | Manufacture | 8,73 | x | x | | | | | | 0 | 12,863 | 0 | 0 |
| 313 | True Colors | Jan-05 | Manufacture | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 314 | Rikopan | Jan-05 | Food Products | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 315 | La Nueva Espiga | Mar-05 | Food Products | 64, 97 | x | x | | | | | | 0 | 4,851 | 0 | 0 |

| | FIRM | Start-Up Date | Product Type | | Initiative Supported | General Guidance by EXPRO | Technical Consultant | Trade Show | Trade Mission | Mkt Compt. (w/o consultant) | MSME Training | \$ Awarded (Earthquake) | \$ Awarded (Non-Earthq.) | \$ in Exports (Earthquake) | \$ in Exports (Non-Earthq.) |
|-----|--------------------------------------|---------------|-----------------------------|------------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|--------------------------|----------------------------|-----------------------------|
| 316 | Alta Tecnologia | Dec-04 | Service | 8 | x | | | | | | | 0 | 8,613 | 0 | 6,000 |
| 317 | Grupo Ester | Jan-05 | Manufacture | 63 | | | x | | | | | 1,504 | 0 | 0 | 0 |
| 318 | Industrias Rowin | May-04 | Manufacture | 21 | x | | | | | | | 1,104 | 0 | 0 | 0 |
| 319 | Fideicomiso Walter Soundy | Sep-05 | Specialty Coffee | 55 | | | x | | | | | 1,884 | 0 | 0 | 0 |
| 320 | Inversop | Mar-05 | Manufacture | 33, 81 | x | x | | | | | | 0 | 16,393 | 0 | 29,652 |
| 321 | Pan San Antonio | Mar-05 | Food Products | 8 | x | | | | | | | 0 | 15,108 | 0 | 0 |
| 322 | Krystal Systems | Dec-04 | Service | 8,77 | x | | | x | | | | 0 | 4,512 | 0 | 1,800 |
| 323 | Proamsa | May-05 | Food Products | 61, 94 | x | x | | | | | | 0 | 6,025 | 0 | 0 |
| 324 | Fonomed | Mar-05 | Service | 72 | | | | x | | | | 4,000 | 0 | 0 | 0 |
| 325 | Consorcio de Energia Electromecanica | Apr-05 | Manufacture | 8 | x | | | | | | | 15,000 | 0 | 85,079 | 0 |
| 326 | Petunia | Apr-05 | Manufacture | 67, 87 | | | x | | | | | 0 | 15,956 | 0 | 145,000 |
| 327 | Marketing Plus | May-05 | Service | 77 | | | | x | | | | 795 | 0 | 0 | 0 |
| 328 | Sunrise | May-05 | Service | 75 | | | x | | | | | 0 | 876 | 0 | 0 |
| 329 | Creaciones Lemier | Feb-05 | Manufacture | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 330 | Laboratorios Capitol | May-05 | Cosmetics & Pharmaceutica I | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 331 | Muebles Gallardo | Mar-05 | Manufacture | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 332 | Laboratorios Fardel | Mar-05 | Cosmetics & Pharmaceutica I | 64, 89, 86 | x | | | x | | | | 0 | 7,939 | 0 | 56,320 |
| 333 | Phalmar | Jun-05 | Cosmetics & Pharmaceutica I | 64, 89, 33 | x | | | x | | | | 16,798 | 0 | 0 | 0 |
| 334 | Quesadillas Leyla | Jan-05 | Food Products | 64 | x | | | | | | | 4,076 | 0 | 0 | 0 |
| 335 | Comercio y Bienes | Jun-05 | Food Products | 64, 96 | x | x | | | | | | 4,858 | 0 | 0 | 0 |
| 336 | Esencias y Sabores | Jun-05 | Food Products | 64, 89 | x | | | x | | | | 0 | 5,610 | 0 | 0 |

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|-----|--|---------------|---------------------------|-----------------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|--------------------------|----------------------------|-----------------------------|
| 337 | Industrias Calcecineras de Centroamerica | Jun-05 | Manufacture | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 338 | Salinas Rivera | Jun-05 | Manufacture | 64 | x | | | | | | | 4,076 | 0 | 0 | 0 |
| 339 | Creaciones Luz Maria | Jun-05 | Manufacture | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 340 | Pasteleria Roxana | Jun-05 | Food Products | 64 | x | | | x | | | | 0 | 5,255 | 0 | 0 |
| 341 | Ban Ban | Jun-05 | Food Products | 64 | x | | | | | | | 0 | 4,076 | 0 | 0 |
| 342 | Salexport | Feb-05 | Service | 70, 97 | | | x | | | | | 10,390 | 0 | 0 | 0 |
| 343 | Helios | Mar-05 | Specialty Coffee | 70, 97 | | | x | | | | | 0 | 10,390 | 0 | 0 |
| 344 | E-Soft | Nov-05 | Service | 52 | | | | x | | | | 0 | 3,000 | 0 | 0 |
| 345 | Jose Saul Quijada Pineda | Jun-05 | Food Products | 64 | x | | | | | | | 4,076 | 0 | 0 | 0 |
| 346 | Corporacion Internacional de Software | Jun-05 | Service | 33, 89, 86, 102 | x | | | x | | | | 0 | 53,625 | 0 | 5,130 |
| 347 | Creaciones Viquelsy | Aug-05 | Manufacture | 89 | | | | x | | | | 0 | 1,534 | 0 | 20,000 |
| 348 | Industrias Marengo | Jul-05 | Manufacture | 89 | | | | x | | | | 1,534 | 0 | 90,000 | 0 |
| 349 | Laboratorios Buttter | Jul-05 | Cosmetics & Pharmaceutica | 89, 33 | x | | | x | | | | 13,623 | 0 | 0 | 0 |
| 350 | Hospital Cader | Aug-05 | Service | 33 | x | | | x | | | | 11,073 | 0 | 0 | 0 |
| 351 | Equitec | Aug-05 | Service | 33 | x | | | x | | | | 11,095 | 0 | 0 | 0 |
| 352 | Finca Santa Erlinda | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 288 | 0 | 0 | 0 |
| 353 | Salaverria Lagos | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 1,100 | 0 | 0 | 0 |
| 354 | Neftali Portillo | Sep-05 | Specialty Coffee | 91 | x | | | | | | | 0 | 575 | 0 | 0 |
| 355 | Consultef | Sep-05 | Specialty Coffee | 91 | x | | | | | | | 0 | 600 | 0 | 0 |
| 356 | Agrinsa | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 0 | 1,035 | 0 | 0 |
| 357 | Negocios Magaña de la Torre | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 1,035 | 0 | 0 | 0 |

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|-----|----------------------------------|---------------|------------------|---------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|--------------------------|----------------------------|-----------------------------|
| 358 | Cooperativa San Juan Evangelista | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 1,000 | 0 | 0 | 0 |
| 359 | El Paso | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 900 | 0 | 0 | 0 |
| 360 | Carlos Viera | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 0 | 700 | 0 | 0 |
| 361 | Cafescal | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 0 | 575 | 0 | 2,000 |
| 362 | Regpa | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 0 | 805 | 0 | 0 |
| 363 | Valbo | Sep-05 | Specialty Coffee | 91 | x | | | | | | | 500 | 0 | 0 | 0 |
| 364 | Comexca | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 900 | 0 | 0 | 0 |
| 365 | Pulsar | Jul-05 | Manufacture | 93 | x | x | | | | | | 0 | 24,999 | 0 | 0 |
| 366 | Distribuidora Europea | Aug-05 | Manufacture | 89 | | | | x | | | | 2,193 | 0 | 0 | 0 |
| 367 | Termoexport | Jul-05 | Manufacture | 89 | | | | x | | | | 2,193 | 0 | 0 | 0 |
| 368 | Pan Arabe Joseph | Mar-05 | Food Products | 70 | | | x | | | | | 0 | 3,230 | 0 | 0 |
| 369 | Orion | May-05 | Manufacture | 94 | x | | | | | | | 2,025 | 0 | 0 | 0 |
| 370 | Gotera | Jun-05 | Food Products | 94, 100 | x | | | x | | | | 0 | 3,746 | 0 | 0 |
| 371 | Industrias Texano | Jun-05 | Manufacture | 94 | x | | | | | | | 2,025 | | 0 | 0 |
| 372 | Indigo Trading | May-05 | Manufacture | 94, 100 | x | | | x | | | | 0 | 5,025 | 0 | 27,776 |
| 373 | Inco | May-05 | Manufacture | 94 | x | | | | | | | 0 | 2,025 | 0 | 0 |
| 374 | M.J. Inter | Jun-05 | Manufacture | 94 | x | | | | | | | 0 | 2,025 | 0 | 0 |
| 375 | Dany | Jun-05 | Manufacture | 94 | x | | | | | | | 0 | 2,025 | 0 | 0 |
| 376 | Corporacion Puntarenas | Aug-05 | Specialty Coffee | 91 | x | | | | | | | 0 | 900 | 0 | 0 |
| 377 | Global Food services | May-05 | Food Products | 79 | | | x | | | | | 4,661 | 0 | 0 | 0 |
| 378 | Iberplastic | May-05 | Manufacture | 94 | x | | | | | | | 2,025 | 0 | 0 | 0 |

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|--|---------------------------------------|---------------|---------------------------|----------|----------------------|---------------------------|----------------------|------------|---------------|-----------------------------|---------------|-------------------------|--------------------------|----------------------------|-----------------------------|
| 379 | COFASA | Oct-05 | Cosmetics & Pharmaceutica | 33 | x | | x | | | | | 22,812 | | 61,045 | 0 |
| 380 | Distribuidora Jaguar | Jul-05 | Manufacture | 33 | x | | x | | | | | 9,044 | 0 | | 0 |
| 381 | Pan Lucha | Sep-05 | Food Products | 97 | | | x | | | | | 904 | 0 | | 0 |
| 382 | Wolsch | Sep-05 | Food Products | 97 | | | x | | | | | 1,185 | 0 | | 0 |
| 383 | Productos Salvadoreños | Sep-05 | Food Products | 97 | | | x | | | | | 2,981 | | 15,000 | 0 |
| 384 | Industrias Roxana | Jul-05 | Manufacture | 86 | | | | x | | | | 1,150 | | 103,084 | 0 |
| 385 | Alfajores Alaju | Jun-05 | Food Products | 92 | | | | x | | | | 4,009 | | 0 | 0 |
| 386 | Clinicas Candray | Oct-05 | Service | 103, 105 | | | | x | | | | 5,836 | 0 | | 0 |
| 387 | Gastroclinica | Oct-05 | Service | 103 | | | | x | | | | 2,500 | 0 | | 0 |
| 388 | Clinicas de Rayos X Brito Mejia | Oct-05 | Service | 103, 105 | | | | x | | | | 5,836 | 0 | | 0 |
| 389 | Clinica Cardenas Marquez | Oct-05 | Service | 103 | | | | x | | | | 2,500 | 0 | | 0 |
| 390 | Emma Mercedes Santos Martinez | Nov-05 | Service | 103 | | | | x | | | | 2,500 | 0 | | 0 |
| 391 | Roberto Mauricio Merlos Santos R | Nov-05 | Service | 104 | | | | x | | | | 3,200 | 0 | | 0 |
| 392 | Adrian Avendaño | Nov-05 | Service | 104 | | | | x | | | | 3,200 | 0 | | 0 |
| 393 | Gustavo Argueta | Nov-05 | Service | 104 | | | | x | | | | 3,200 | 0 | | 0 |
| 394 | Gastrointerologos Asociados | Nov-05 | Service | 104 | | | | x | | | | 3,200 | 0 | | 0 |
| 395 | Distribuidora de alimentos Saludables | May-05 | Food Products | 94 | x | | | | | | | 2,025 | 0 | 0 | 0 |
| Total To-Date (Dec. 31, 2005) | | | | | 60 | 194 | 194 | 105 | 25 | 17 | | \$1,353,758 | \$1,179,917 | \$16,997,301 | \$7,833,298 |
| Total for Previous Quarterly Report (September 30, 2005) | | | | | | | | | | | | \$1,288,250 | \$1,063,836 | \$14,292,837 | \$7,730,506 |

TOTAL Estimated
USAID/EXPRO Awarded for
Deliverables \$2,533,675

TOTAL Exports Generated by
USAID/EXPRO \$24,830,598

| NUMBER | INITIATIVE |
|--------|---|
| 1 | Export Platform to the USA (FMI - Chicago) |
| 2 | Expocomer 2004 |
| 3 | Agritrade |
| 4 | Expo Comida Latina 2003 |
| 5 | Organic Certification |
| 6 | Assesment of Export Capacity & Strengthening |
| 7 | Marketing Advisor Network |
| 8 | Association and Cluster Support |
| 9 | Washington, DC Mission |
| 10 | International Commerce Training |
| 11 | Bio-Fach Germany |
| 12 | C.A Business Round |
| 13 | Ambiente |
| 14 | European Commercial Mission |
| 15 | Foodex |
| 16 | Boston Seafood Show 2004 |
| 17 | ASD-AMD Las Vegas |
| 18 | GCM Call Center in Los Angeles |
| 19 | C.A. Business Roundtable - Agritrade |
| 20 | Alimentaria Spain |
| 21 | Export Projects CENTROMYPE (Normal Mechanism) |
| 22 | Franchising |
| 23 | Providence Coffee Summit |
| 24 | SCAA Fair Atlanta (Specialty Coffee) |
| 25 | Hannover Messe (Industrial) |
| 26 | Commercial Mission Puerto Rico-Jamaica |
| 27 | Alimentaria Mexico |
| 28 | Latin Pharma Rio de Janeiro |
| 29 | Cafeologia Paris Specialty Coffee |
| 30 | American Shoe |
| 31 | Expoferretera (Costa Rica) |
| 32 | Candy EXPO Show (Chicago) |
| 33 | Export Projects FOEX (Normal Mechanism) |
| 34 | CONFITEXPO 2004 |
| 35 | Latin Food and Beverage 2004 |
| 36 | EXPO IMAGEN |
| 37 | Commercial Mission Toronto Montreal |
| 38 | Commercial Mission to Switzerland |
| 39 | Bufalo Comercial Mission to Los Angeles |
| 40 | EXPOCALZADO |
| 41 | Commercial Mission Honduras and Nicaragua |
| 42 | TENDENCE Fair |

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| 43 | EXPO JUNIANA |
| 44 | EXPO MUEBLE |
| 45 | Consulteco Comercial Mission Caracas |
| 46 | MAGIC KIDS 2004 |
| 47 | CHILDRENS CLUB 2004 |
| 48 | Vancouver Gift Show |
| 49 | International Fair El Salvador |
| 50 | Natural EXPO East |
| 51 | Commercial Mission to Honduras |
| 52 | Commercial Mission to Ireland |
| 53 | Liber Fair (Barcelona) |
| 54 | Puerto Rico Commercial Mission |
| 55 | Coffee Fest |
| 56 | Trieste Coffee Fair |
| 57 | Swine Congress |
| 58 | Commercial Mission to mexico |
| 59 | Hortifair |
| 60 | Cited Iberokea |
| 61 | Fancy Food Show |
| 62 | Bio Fach 2005 |
| 63 | Expocomer 2005 |
| 64 | AFIS Program |
| 65 | Fruit Logistica |
| 66 | Ambientes 2005 |
| 67 | Magic Kids 2005 |
| 68 | New York & Canada Toy and Hobby Fair |
| 69 | Kassim |
| 70 | Sial Montreal |
| 71 | Expoindustria 2005 Costa Rica |
| 72 | Phonomed Denver-Luxemburg |
| 73 | Anpic Mexico |
| 74 | Retail Bakers Associations Fair |
| 75 | Expotour Costa Rica 2005 |
| 76 | Commercial Mission CARCO Suppliers |
| 77 | Commercial Mission to Managua |
| 78 | Commercial Mission to Florida |
| 79 | NRA Chicago |
| 80 | SCAA Washington State 2005 |
| 81 | AERA Fair |
| 82 | Imprexpo Guadalajara |
| 83 | Ferelis Commercial Mission Mexico |
| 84 | Boston Sea Food 2005 |
| 85 | American Food and Beverage |
| 86 | Commercial Mission to Guatemala -Honduras |

Annex 2

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| 87 | Childrens Club ENK II New York |
| 88 | Siggraph Fair |
| 89 | Commercial Mission to Dominican Republic |
| 90 | Commercial Mission to Arizona |
| 91 | Bourbon Certification |
| 92 | Summer Fancy Food Show New York 2005 |
| 93 | Oshkosh Air Show |
| 94 | Pridex Program |
| 95 | Commercial Mission to Taiwan & Japan |
| 96 | Expo Comida Latina 2004 |
| 97 | Expo Comida Latina 2005 |
| 98 | IBERFLORA 2005 |
| 99 | COMMERCIAL MISSION TO GERMANY 2005 |
| 100 | COMMERCIAL MISSION TO SPAIN 2005 |
| 101 | CONFITEXPO 2005 |
| 102 | Commercial Mission to Nicaragua 2005 |
| 103 | Commercial Mission to Los Angeles |
| 104 | Commercial Mission to Washington |
| 105 | Commercial Mission to Chihuahua & El Paso |
| 106 | Americas Food and Beverage 2005 |